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Vietnam

Oilseeds and Products Annual

Oilseeds and Products Annual 2017

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Report Highlights:
In Marketing Year (MY) 2015/16 (Calendar Year [CY] 2016), the U.S. overtook Brazil to reclaim its position as the largest exporter of soybeans to Vietnam due to more competitive prices. U.S. exports reached a record level of 863.3 thousand metric tons (TMT), an increase of 31 percent in volume. For MY 2016/17 (CY 2017), U.S. soybean exports are expected to increase to about 900 TMT. In MY 2015/16, total soybean meal (SBM) imports were 5.09 million metric tons (MMT), an increase of about 11 percent over the previous year (4.58 MMT) due to increasing demand from the animal and aquaculture feed industries, and food industry. The feed sector continues to grow, keeping pace with development in the livestock and aquaculture sectors, and Post forecasts 2017 and 2018 SBM imports to increase, to 5.15 MMT and 5.2 MMT, respectively.

Executive Summary:
Vietnam's oilseed production continues to fall well below demand from the food industry and the livestock and aquaculture feed sectors due to low yield and strong competition from other field crops, such as corn. Soybean production will not significantly increase in the coming years due to generally low yields and lack of meaningful expansion of growing areas.

Total imports of soybeans in 2015/16 were 1.6 MMT, a drop of 6.2 percent from the previous year due to the decline in operations at the crushing plant in Northern Vietnam. In MY 2015/16, the United States overtook Brazil to become the largest exporter of soybeans to Vietnam, capturing a 53.9 percent market share. U.S. soybean exports to Vietnam during this time were 863.3 TMT, an increase of 31 percent in volume over the previous year.

In MY 2015/16, Vietnam imported about 5.09 MMT of SBM and soy flour, an increase of about 11 percent over the previous year (4.58 MMT) due to increasing demand for protein from the animal feed sector and food industry. In 2016, total U.S. SBM exports to Vietnam were 211 TMT, accounting for a four percent market share. This was a drop from seven percent in the previous year (319 TMT). In MY 2015/16, soybean flour (HS Code 120810) accounted for approximately 94 percent of U.S. SBM exports to Vietnam. *Post projects soy flour imports will increase in 2017 as demand from the food processing sector continues to grow due to population growth and rising incomes.* Post forecasts 2017 and 2018 total SBM imports to increase slightly to 5.15 MMT and 5.2 MMT, respectively, given rising demand from the food and feed industries.

Vietnam continues to rely heavily on imported crude and refined vegetable oils to meet consumer demand, although domestically produced crude soybean oil has been available in the country since 2011. In 2016, Vietnam produced about 195 TMT of crude soy oil from commercial crushing facilities, but continued to import an estimated 808 TMT of crude and refined vegetable oils to meet local consumption and regional export demand. Post forecasts that total 2017 vegetable oil imports will rebound to the 850-880 TMT range due to the operation of a new vegetable oil manufacturing facility in Vietnam. Vietnam's exports of all types of vegetable oil and animal fat in 2016 were an estimated 111 TMT, of which crude and refined soy oil accounted for 14.9 percent, while palm oil, copra oil and other products accounted for 85 percent. Post estimates soy oil exports will slightly increase in both MY 2016/17 and MY2017/18 and will be in the range of 20-22 TMT.

OILSEED SECTION

Commodities:
Oilseed, Soybean

Production:
Post's first forecast for Vietnam's MY 2017/18 soybean production is 168 TMT on a projected 105,000 hectares (ha). FAS-Hanoi also has revised its estimate for Vietnam's MY 2016/17 soybean production, down from 161 TMT to 157 TMT on 100,000 ha harvested area due to decreased growing areas. Vietnam's MY 2015/16 soybean production was at 148 TMT on 94,000 ha, a drop of 6.7 percent in production area compared with the previous year, but Post notes a slight increase in total production due to higher yield soybean varieties (See Table 1 and Graph 1). The continuing decline in soybean growing areas (such as occurred in the Northern Provinces of Thai Binh, Nam Dinh, Hanoi, Ha Nam,

and Vinh Phuc) is a result of Vietnamese farmers switching to more profitable crops such as corn. In general, the scale of soybean production remains small when compared to other crops, and continues to fall far short of domestic demand.

Additionally, Post remains doubtful that soybean production will increase in the coming years and be able to meet the 2020 targets of 166 thousand ha of soybean production and 265 TMT set by the Government in its *"Plan for Agricultural and Rural Development for the Period 2016-2020"*. Post forecasts this lack of expansion due to generally low yields, a lack of meaningful increase in growing areas, and competitiveness with other crops continuing to act as a major disincentive to farmers.

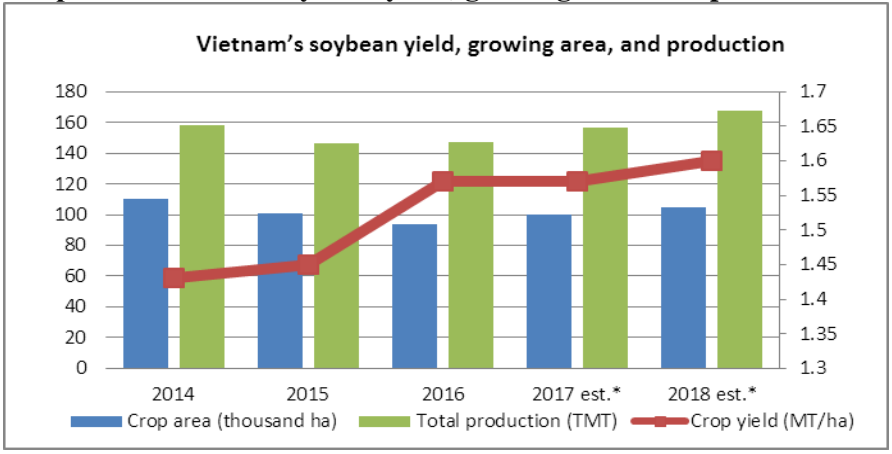
Regarding commercial biotech soybean cultivation, biotech developers have not pursued the commercial release of biotech soy in Vietnam. MARD's Crop Production Department (CPD) has recently approved 17 biotech corn varieties for growing in Vietnam. These approvals follow the first three biotech corn varieties permitted for cultivation in March 2015. This further reduces the competiveness of soybean cultivation as revenue from new corn varieties (including biotech varieties) exceeds revenue from soybean cultivation.

Table 1: Soybean production

	2014	2015	2016	2017 est.*	2018 est.*
Crop area (thousand ha)	110.2	100.8	94	100	105
Crop yield (MT/ha)	1.43	1.45	1.57	1.57	1.6
Total production (TMT)	**157.9**	**146.4**	**147.5**	**157**	**168**

*Source: General Statistics Office (GSO), MARD, *Post estimates*

Graph 1: Vietnam's soybean yield, growing area, and production



*Source: General Statistics Office (GSO), MARD, * Post estimates*

Consumption:

Domestically-produced, full-fat soybeans are mainly used in food processing (tofu and soymilk) and household-scale soybean oil production. Imported soybeans continue to feed Vietnam's two industrial-scale crushing plants (one in the North and one in the South) to produce soy oil and soybean meal. In Calendar Year 2016 (MY 2015/16), the total reported combined crush of the two facilities was approximately 993 TMT, about 65 percent of total capacity, and a 13 percent drop from the previous year's level due to an ongoing reorganization in the Northern facility's operations. The resulting total

soy products production was 722 TMT soymeal, 195 TMT crude soy oil, 52 TMT soy hulls, and about six TMT of feed grade Lecithin.

The crushing facility in the South anticipates the volume of crushing to remain the same as the previous year or slightly increase in MY 2016/17 as price dynamics keep crush margins positive and a new fermented soybean meal plant in the North fuels additional demand for soybean meal. In addition, the crushing plant in the South may extend their production capacity by installing an additional crushing line of 4,000 MT of soybeans per day by the end of 2017 which would start operating by 2018. Additionally, on January 9, 2017, Dabaco Group commenced the construction of a new crushing plant in the Tan Chi Industrial Park, Tien Du, Bac Ninh Province (in Northern Vietnam) with a crushing capacity of 1,000 MT soybeans per day producing close to 70 million liters of soy oil and about 270 TMT of soybean meal per year, which is expected to come into operation in March 2018. This new crushing plant in the North and the new extended crushing operation in the South could increase demand for imported soybeans in the coming years.

Demand for soybeans used in the food processing industry is also increasing and Post estimates the MY 2016/17 crush at 1.05 MMT. Post's forecast for the Calendar Year 2018 (MY 2017/18) crush is 1.10 MMT as the need for soybean meal in Vietnam's livestock sector will drive overall demand higher.

The livestock and aquaculture industries continue to drive the demand for feed and soybeans, and will motivate further development of the domestic crushing industry. In 2016, of the total 20.2 MMT of commercial animal feed production, about four MMT (20 percent) was soybean meal, and of the 3.1 MMT of aquaculture feed, about 775 TMT (25 percent) was soybean meal. According to MARD and local feed producers, animal feed production will continue to grow in 2017, potentially up to 24 MMT. However, as the total current capacity of Vietnam's animal feed plants in the country is currently about 31 MMT, sources report that the MARD Minister has recently instructed a slowdown in the growth of the animal feed and swine production sectors (see more details in the "Policy of Other Meals" section). According to local industry sources, Vietnam's pig herds will still experience positive growth in 2017 compared to the previous year, but this rate will be only around 2.8 percent (a slowdown when compared with 2016's rate of 4.8 percent). The slower pig herd growth rate in Vietnam is mainly due to the consecutive decline in hog prices during the second half of 2016, negatively affecting pig-raising, as well as the demand for reproduction.

MARD estimates that aquaculture feed demand will grow to over 3.5 MMT in 2017 and to 5.6 MMT by 2020. Food use domestic consumption of soybean products (such as soy milk, tofu, and other drinks using soybeans) also continues to grow. Post estimates annual growth in the food use consumption of soybeans at about 7-7.5 percent. Post's MY 2016/17 and 2017/18 food use consumption estimates are 430 TMT and 460 TMT, respectively.

Recently, a small volume of soybeans has been exported to neighboring countries. Post estimates about 1 TMT of soybeans were exported in 2016, and exports should continue around this same amount over the next several years.

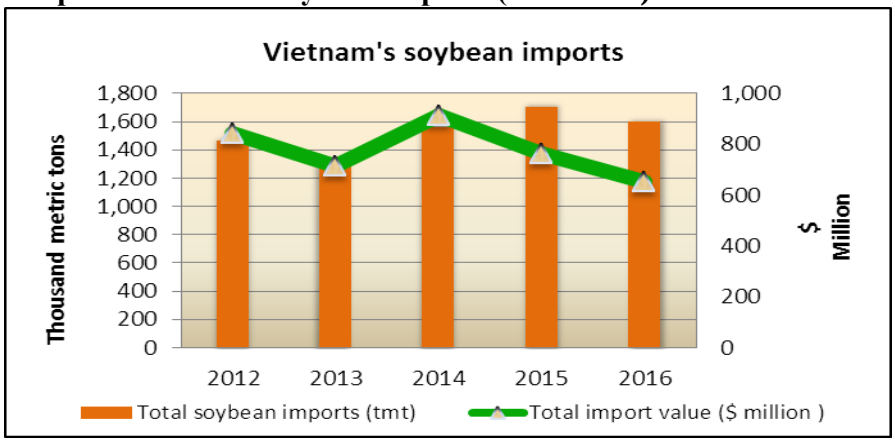
Trade:
Imports

In MY2015/16, Vietnam imported about 1.6 MMT of soybeans, of which approximately 54 percent came from the United States (an increase from a level of 39 percent in the previous year), 21 percent from Brazil, with the remainder sourced from Canada, Argentina, Paraguay, Uzbekistan, Cambodia, Philippines, and other countries (Tables 2, 4, & 5 and Graphs 2, 3). The United States overtook Brazil to reclaim its position as the largest exporter of soybeans to Vietnam due to more competitive prices. Soybean imports from the United States were 863.3 TMT (valued at $349 million) in MY 2015/16, an increase of about 31 percent in volume and around 29.5 percent in value from the previous MY (660 TMT and $269.4 million). Overall, the soybean import volume dropped by 6.2 percent from the previous year (1.7 MMT) due to the decline in operations at the crushing plant in Northern Vietnam. The Soybean import value was $653 million in 2016, a significant drop of 14.5 percent from the previous year ($764 million) and 28.5 percent from 2014's record level of $913 million due to the deep decline in global prices.

Under the current tariff structure, soybeans still enjoy a zero percent tariff for imports from World Trade Organization (WTO) member countries, while the tariff rate for soybean meal remains at two percent.

Post forecasts MY 2016/17 soybean imports at 1.7 MMT, based on its projections for increasing demand from the livestock and aquaculture feed industries for fresh full fat soybean meals (FFSBM), a potential slight increase in the operations of Vietnam's crushing plant, and expanding demand from the food processing sector. Post's initial MY 2017/18 import estimate is 1.75 MMT due to the expected operation of another new crushing plant in Northern Vietnam. Any expansion in crush capacity, either by expanding existing plants or the construction of new ones, will result in large increases in soybean imports.

Graph 2: Vietnam's soybean imports (2012-2016)



Source: GCO, GSO, GTA, Local importers

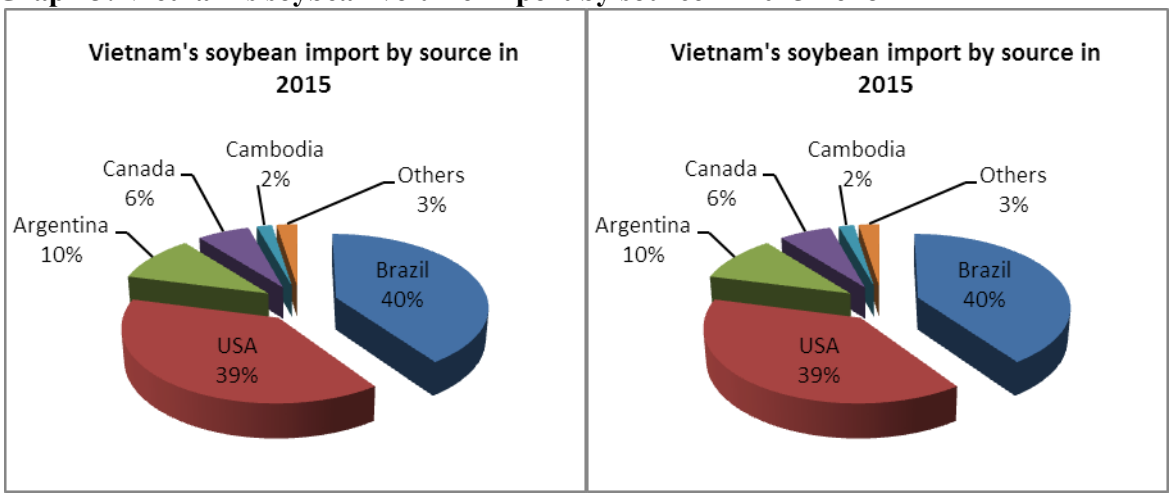
Table 2: Soybean imports by source

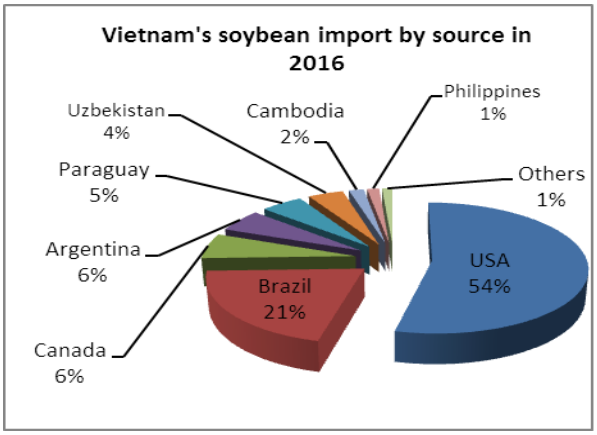
Country	**2012** Quantity (TMT)	**2013** Quantity (TMT)	**2014** Quantity (TMT)	**2015** Quantity (TMT)	**2016** Quantity (TMT)
Total Imports:	**1,462.71**	**1,290.70**	**1,564**	**1,707**	**1,602**
USA	576.75	555.5	697.8	660	863.3
Brazil	584.57	571.1	538.8	687	329.9

Canada	122.39	36	65.6	107.9	100.4
Argentina	98.96	66	151.6	175.8	89.6
Paraguay	57	10.1	56.5	11.4	80.6
Uzbekistan	n/a	n/a	n/a	n/a	67.4
Cambodia	n/a	n/a	n/a	31.6	28.3
Philippines	n/a	n/a	n/a	n/a	23
Others	23.03	52.0	53.7	33.3	19.5

Source: GSO, GCO, BICO data, Global Trade Atlas (GTA); Local importers

Graph 3: Vietnam's soybean volume import by source in 2015-2016



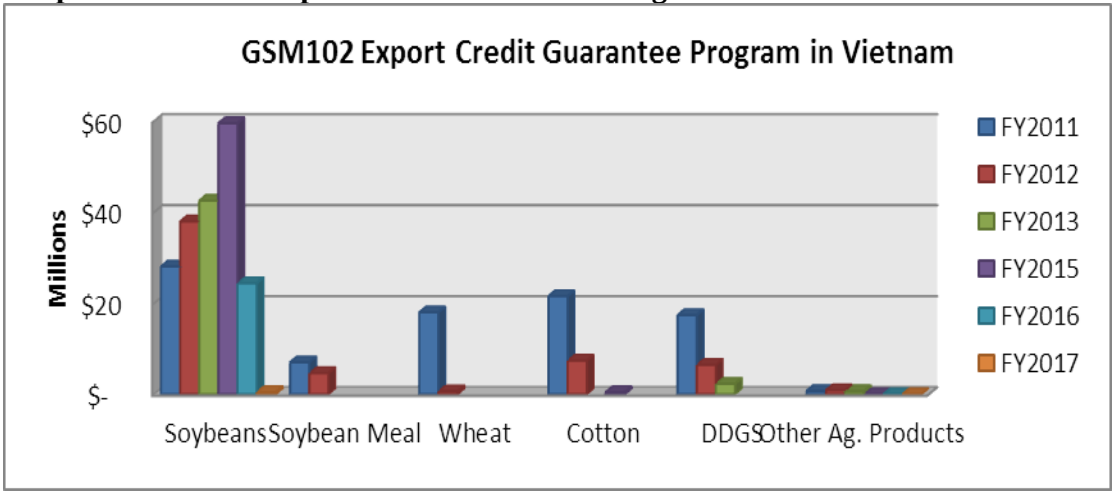


Source: GCO, GSO, GTA, Local importers

In Fiscal Year 2016 (October 2015-September 2016), USDA's Export Credit Guarantee Program (GSM-102) continued to support soybean exports to Vietnam.
While overall usage of the program remained limited, GSM-102 transactions for soybean exports continued to dominate GSM-102 program usage in Vietnam, accounting for 99 percent of total exports financed by GSM-102 (see Graph 4). Please see below link for further details: http://www.fas.usda.gov/programs/export-credit-guarantee-program-gsm-102/gsm-102-allocations.

Currently, there are seven local banks eligible to participate in this GSM-102 program in Vietnam. Please refer to the following link: http://www.fas.usda.gov/programs/export-credit-guarantee-program-gsm-102/gsm-102-approved-financial-institutions-southeast.

Graph 4: GSM-102 Export Credit Guarantee Program in Vietnam

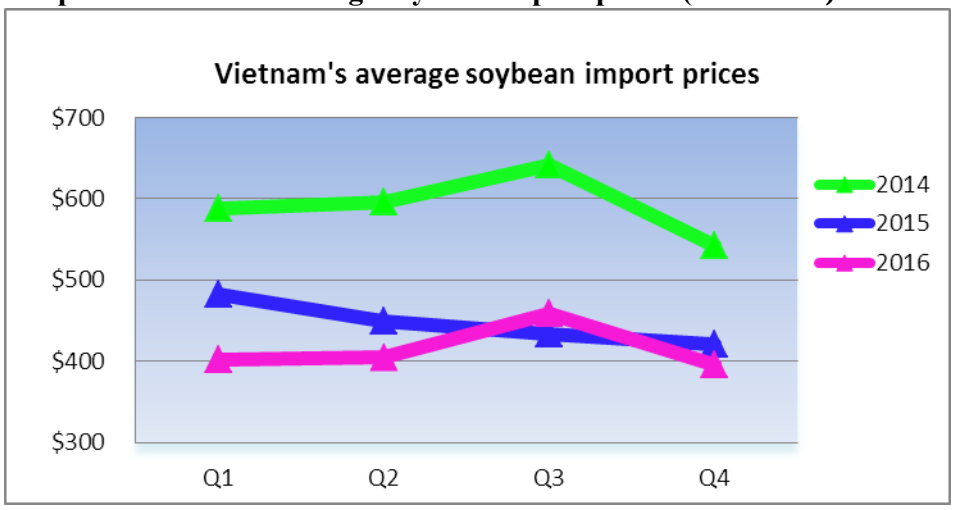


Source: FAS/USDA; Note: Data for FY2017 (from October 2016-December 2016)

Prices

Vietnam's average import price for soybeans in 2016 was $414.58/MT, a 7.5 percent drop from the previous year ($447.95/MT) (Graph 5). Local traders forecast that soybean import prices will be at higher levels in 2017 due to a lower supply in the world market caused by the reduced harvests in Argentina, Bolivia, Uruguay and the United States more than offsetting forecast gains in Brazil, China, Ukraine and Russia. Currently, import prices for grade 2 full fat soybeans were quoted at $435.8 and $439.5 per MT, CNF Ho Chi Minh City and CNF Hai Phong, respectively, for shipments in May 2017, an increase of 9.2 percent and 9.9 percent, respectively from the same time the previous year ($399 and $400, respectively).

Graph 5: Vietnam's average soybean import prices (2014-2016)



Source: GCO, Local Traders/Importers

Policy

MARD approvals of agricultural biotechnology for use as food and feed

As of December 2016, MARD has received 42 genetic engineered (GE) event dossiers and has issued 18 certificates for use as food and feed events, all of which were for soybean and corn. The remaining 24 GE events for soybean, corn, cotton, canola, sugar beet, and alfalfa are still under review. The list of approved biotech events and the list of events under review are published at the following MARD website: http://www.agrobiotech.gov.vn/web/default.aspx?Lang=en-Uk

For further information on the regulatory process for reviewing the safety of agricultural biotechnology for use as food and feed (including soy biotech [GE] events), please refer to the 2016 Agricultural Biotechnology Annual GAIN report VM6071.

Vietnam's plant variety protection status

According to MARD, since joining the International Union for the Protection of New Varieties of Plants (UPOV) in 2006, Vietnam has issued plant variety protection certificates for 380 crop varieties belonging to 107 plant species, including five soybean varieties, eight peanut varieties, and three coconut varieties (mostly local varieties). As of March 15, 2017, there are 976 applications for plant variety protection in Vietnam. According to UPOV's convention, since December 24, 2016, all crop varieties/species can apply for plant variety protection in Vietnam. This factor could motivate Vietnamese scientists to continue researching improved varieties, including soybeans and other oilseeds.

Import Tariffs

According to Decree 122/2016/ND-BTC dated September 1, 2016, the tariff rate applied to soybeans (HS Code: 1201) imported from countries having a Most Favored Nation (MFN) status with Vietnam remains zero (0) percent. The most updated tariff rates for other trade agreements are listed in Table 3 below:

Table 3: Soybean import tariffs

HS code	Description	Import tariffs (%)										
		MFN	ATIGA	ACFTA	AKFTA	VKFTA	VJEPA	AJCEP	AIFTA	AANZFTA	VCFTA	VN-EAEU
1201	**Soybeans, whether or not broken**											
1201.10.00	- Suitable for sowing	0	0	0	0	0	0	0	0	0	0	0
1201.90.00	- Other	0	0	5	0	0	1	5	2	0	5	0

Source: Ministry of Finance

Notes:

- MFN: Most Favored Nation
- ATIGA: ASEAN Trade In Goods Agreement
- ACFTA: ASEAN China Free Trade Agreement
- AKFTA: ASEAN Korea Free Trade Agreement
- VKFTA: Vietnam - Korea Free Trade Agreement
- VJEPA: Vietnam-Japan Economic Partnership Agreement
- AJCEP: ASEAN Japan Comprehension Economic Partnership
- AIFTA: ASEAN-India Free Trade Agreement
- AANZFTA: ASEAN-Australia-New Zealand Free Trade Agreement
- VCFTA: Vietnam-Chile Free Trade Agreement
- VN-EAEU: Vietnam- Eurasia Economic Union Free Trade Agreement

Production, Supply and Demand Data Statistics:

Table 4: Vietnam's Production, Supply & Demand Table for Soybeans

Oilseed, Soybean	2015/2016		2016/2017		2017/2018	
Market Begin Year	Jan 2016		Jan 2017		Jan 2018	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	120	94	120	100	0	105
Area Harvested	110	94	115	100	0	105
Beginning Stocks	306	306	333	512	0	718
Production	161	148	165	157	0	168
MY Imports	1546	1602	1750	1700	0	1750
MY Imp. from U.S.	650	863	700	900	0	950
MY Imp. from EU	0	0	0	0	0	0
Total Supply	2013	2056	2248	2369	0	2636
MY Exports	0	1	0	1	0	1
MY Exp. to EU	0	0	0	0	0	0
Crush	1150	993	1400	1050	0	1100
Food Use Dom. Cons.	380	400	400	430	0	460
Feed Waste Dom. Cons.	150	150	170	170	0	190
Total Dom. Cons.	1680	1543	1970	1650	0	1750
Ending Stocks	333	512	278	718	0	835
Total Distribution	2013	2056	2248	2369	0	2586
(1000 HA) ,(1000 MT)						

Source: GSO, BICO, GTA, GCO, Estimates from Local Producers, Local Traders

Table 5: Vietnam's Soybean Import Matrix

Country	Vietnam		
Commodity	Soybeans		
Time Period	Jan-Dec	**Units:**	MT
Imports for:	**2015**		**2016**
U.S.	659,966	U.S.	863,248
Others		**Others**	
Brazil	686,970	Brazil	329,854
Canada	107,896	Canada	100,403
Argentina	175,841	Argentina	89,583
Cambodia	31,600	Paraguay	80,631
Paraguay	11,401	Uzbekistan	67,421
		Cambodia	28,280
		Philippines	23,000
Total for Others	**982,108**		**719,172**
Others not Listed	33,497		19,510
Grand Total	**1,707,171**		**1,601,930**

Source: GCO, GSO, GTA, Local importers

Commodities:
Oilseed, Peanut

Production:
Peanuts are cultivated extensively in Vietnam due to a suitable tropical climate and favorable soil conditions throughout the country. The largest production areas are located in the Southeast region (Quang Nam, Quang Ngai, Binh Dinh, and Binh Thuan provinces). Vietnamese producers continue to improve the quality of domestic peanuts through research to select the most productive variety suited to each province's specific growing conditions. Vietnam cultivates a wide range of peanut varieties, including V79, 4329, 1660, LVL, TB-25, L14, and L26. Although peanuts are cultivated throughout Vietnam, production is mainly fragmented, local, and small-scale, limiting the domestic industry's ability to keep pace with the growth of domestic consumption, especially in the food processing sector.

According to GSO and MARD, peanut production in MY 2015/16 was estimated at 441.4 TMT, marking the tenth straight year in a row of decline due to a 4.4.percent decrease in the total planting area for peanuts which more than offset an increase in yield (2.2 percent over the previous year). Post accounts this ongoing decline in acreage to farmers switching from peanuts to other more profitable crops, such as cassava, corn, and sweet potato, in the Southern provinces of Quang Ngai, Binh Thuan, Dak Lak, and Phu Yen provinces.

Despite this decline, Post forecasts an increase in Vietnam's estimated growing area for MY 2016/2017 to 195,000 ha with production rising to 451 TMT (Table 6, Table 13). The expansion in growing area is expected to take place in major provinces such as Quang Nam and Binh Dinh in response to increased domestic demand. In addition, Post forecasts that improvements in peanut varieties will also boost yield

and production. Post forecasts growth to continue in MY 2017/18, with peanut production increasing to 462 TMT, nearing its 2012 levels as cultivated area rebounds.

Table 6: Vietnam's peanut production

	2009	2010	2011	2012	2013	2014	2015	2016	2017 est.*	2018 est.*
Crop area (tha)	245	231.4	223.8	219.3	216.3	209.0	200	191.3	195	200
Crop yield (MT/ha)	2.09	2.1	2.09	2.14	2.28	2.17	2.26	2.31	2.31	2.31
Total peanut production**(TMT)	510.9	487.2	468.7	468.4	492.6	454.5	451.8	441.4	451	462

*Source: GSO, MARD, *Post estimate; **Note: Peanut production in-shell basis*

Consumption:

Post estimates Vietnam's MY 2015/16 domestic consumption of peanuts (in-shell basis) was 760 TMT. For MY 2016/17 and MY 2017/18, Post estimates peanut consumption will continue to increase at 810 TMT and 850 TMT, respectively (See table 13). The majority of peanuts, locally produced and imported, are used in the snack and confectionery industries with a small amount used in-shell for household consumption, extruded for cooking oil, or exported.

According to Euromonitor, raw peanut domestic consumption in Vietnam is approximately broken down as follows: 50 percent in food processing, 13.5 percent in food service, and 36.5 percent through the retail sector. Processed peanuts are more popular and convenient in Vietnam, with a diverse range of products, such as traditional roasted peanuts and peanuts coated with salt, wasabi, milk, spices, coconut, and chocolate. Roasted peanuts are also one of the main ingredients in confectionery and baked goods. Peanut retail sales are expected to rise as Vietnam's peanut retail market continues to expand.

Trade:

Imports

Vietnam's total peanut imports (in-shell equivalent) were 339.3 TMT in MY 2015/16 (Tables 7, 8, 9, 10, 13, and 14), an increase of 89 percent over the previous year (180 TMT). Although transshipments may have accounted for some of this jump in imports, growth in Vietnam's food processing sector, especially in the snack food industry, has also increased demand for materials. The Vietnamese snack food industry uses both in-shell and shelled imports, mainly from India, the United States, Senegal, Hong Kong, Brazil, and Argentina. The Ministry of Industry and Trade (MOIT) forecasts Vietnam will continue to import a high volume of peanuts over the next several years to meet growing demand in the food processing industry, especially in the confectionary and snack food sectors. Post forecasts imports to be 370 TMT (in-shell basis) in MY 2016/17 and to increase to 400 TMT in MY 2017/18, of which U.S. imports would be 90 TMT and 95 TMT, respectively. The market share of U.S. peanuts in Vietnam will increase in 2017 and 2018 as a result of the of the Vietnamese Government (GVN)'s suspension decisions for peanuts imported from India, Senegal, Indonesia, Sudan, and Hong Kong (see "Policy" section below).

Table 7: Vietnam's peanut imports

Year	2012	2013	2014	2015	2016

Total in-shell peanut imports (MT) (HS code 120210 and 120241)	2,982	11,933	5,818	12,216	38,345
Total shelled Peanut imports (MT) (in-shell basis) (*HS code 120220; 120242 and 200811 excluding peanut butter)*	325,168	175,708	211,225	167,318	300,712
Total peanut seed import (MT) (HS code 120230)	0	0	0	0	289
Total peanut imports (in-shell basis) (MT)	**328,150**	**187,641**	**217,043**	**179,534**	**339,346**

*Source: GCO, GTA, Post estimates; *Note: Peanuts are in in-shell basis, including in-shell peanut (HS code 120210; 120241) and shelled peanuts (HS code 120220; 120242 and 200811 – excluding peanut butter), and peanut seeds with HS code 120230. Conversion rate from shelled peanut into in-shell peanuts: 1.33.*

Table 8: In-shell peanut imports by source

Country	2012	2013	2014	2015*	2016
Total in-shell peanut imports (in MT):	**2,982**	**11,933**	**5,818**	**12,216**	**38,345**
USA	428	9,906	2,922	7,741	20,809
Brazil	0	0	0	2,250	0
Senegal	144	412	80	1,735	12,146
India	758	370	2,547	228	5,000
China	1,461	1,245	269	179	390
Other countries	191	n/a	n/a	83	0

Source: GCO, GTA (Note: In-shell peanuts: HS code 120210; and 120241)*

Table 9: Shelled peanut imports by source

Country	2012	2013	2014	2015	2016
Total shelled peanut imports (in-shell basis)	**325,168**	**175,708**	**211,225**	**167,318**	**300,712**
Total shelled peanut imports (in MT)	**244,487**	**132,111**	**158,816**	**125,803**	**226,099**
India	226,460	35,814	144,563	47,313	97,000
USA	553	67,948	1,356	15,377	46,475
Senegal	11,243	12,356	7,741	30,376	29,660
Hong Kong	67	38	19	664	18,766
Brazil	152	1,169	0	9,039	16,173
Argentina	100	6,122	0	17,679	11,185
China	999	1,184	3,278	1,623	5,457
Thailand	27	19	38	37	809
Paraguay	2,838	1,885	1,800	901	286
South Korea	1	0	3	2	194
Cote d'Ivoire	457	316	0	0	77
Indonesia	3	8	0	2,626	0
Malaysia	33	169	9	149	0
Bolivia	1,214	1,262	0	0	0

Nicaragua	326	2,571	0	0	0
Other countries	15	1,250	9	17	17

*Source: GTA; * Note: Shelled peanuts include HS code 120220, 120242 and 200811 excluding peanut butter; Conversion rate from shelled peanut into in-shell peanuts: 1.33.*

Table 10: Vietnam's peanut seed import

Country	2016	
	Volume (MT)	**Value (Thousand $)**
Total peanut seed import	**289**	**277**
USA	289	277

*Source: GTA; * Note: Peanut seeds with HS code 120230.*

India remained the largest peanut exporter to Vietnam in 2016 with a market share of 39.5 percent, with the United States becoming the second largest peanut exporter with a 9.3 percent market share. Vietnam's U.S. peanut imports in 2016 were at about 83 TMT of total in-shell and shelled peanuts, and peanut seeds, an increase of 193 percent over the previous year, of which shelled peanuts accounted for 74.6 percent of total imports. This increase was due to growing demand from the food processing sector and local traders trying to source supply in context of the GVN suspensions of peanut imports from other countries. Vietnam's peanut imports from Senegal were at 52 TMT of total in-shell and shelled peanuts, an increase of 22.4 percent over the previous year. However, these imports of Senegal peanuts may be affected by the GVN's September 2016 suspension due to quarantine pest detections (see "Policy" section below). In 2016, peanut imports from Brazil increased by 51 percent to 22 TMT (from 14 TMT in 2015) (See table 14) of total in-shell and shelled peanuts.

In 2016, Vietnam imported 289 MT of peanut seed from the United States for the first time, with a value of $277,000.

Policy

Vietnam suspends peanut imports from Senegal

In July 2016, MARD announced decision number 2838/QD-BNN-BVTV, suspending the import of peanuts (*Arachis hypogaea*) from Senegal, beginning on September 11, 2016, due to the detection of the Karpa beetle (*Trogoderma granarium* Everts) and the groundnut beetle (*Caryedon serratus* Olivier) – classified as plant quarantine pests in Vietnam.

Vietnam suspends peanut imports from Sudan and Hong Kong

In October 2016, MARD announced decisions number 4215/QD-BNN-BTVT and number 4216/QD-BNN-BTVT, suspending peanut imports from Sudan and Hong Kong, with the suspension taking effect on December 17, 2016. The ministry assigned the Plant Protection Department (PPD) to closely supervise the import of the above-mentioned products during the pending enforcement of the decision.

Vietnam to suspend import of four agricultural products from Indonesia

On January 19, 2017, MARD's decision number 191/QD-BNN-BVTV announced Vietnam was suspending imports of four agricultural products from Indonesia after several consignments were found

to be contaminated with peanut beetle (*Caryedon serratus* Olivier), classified as a quarantine pest in Vietnam. As a result, since March 19, 2017, Vietnam has stopped issuing import permits for peanuts (*Arachis hypogaea*), cassia seed (*Cassia* spp.), cocoa beans *(Theobroma cacao)*, and beans（*Phaseolus* spp.） from Indonesia.

Vietnam to suspend import of five agricultural products from India

Following an eight-month suspension due to the detection of a live quarantine pest, *(Caryedon serratus* Olivier), Vietnam lifted its ban of peanut imports from India on January 18, 2016. This decision was based on the visit of a Vietnamese regulatory team in December 2015 which determined that India had complied with specific conditions for plant quarantine, after inspecting fumigation facilities, export procedures, and the export certification system for peanuts. However, on March 1, 2017, Vietnam announced it was again suspending the import of five agricultural products from India after several consignments were found to be contaminated with the peanut beetle *Caryedon serratus* Olivier. MARD signed decision number 558/QD-BNN-BVTV on March 1, 2017, and starting on May 1, 2017, MARD will stop issuing import permits for peanuts, cassia seed, cocoa beans, haricot beans and tamarind from India. MARD/PPD has imposed strict controls on all shipments of these five products entering Vietnam to prevent the spread of contamination by the *Caryedon serratus* Olivier.

Exports

Although Vietnam does not maintain trade data, based on available information its peanut exports remain negligible. In MY 2015/16, Vietnam exported a small quantity (7.3 TMT) of total in-shell basis peanuts, including in-shell, shelled peanuts, and peanut seeds, mainly to Taiwan, Hong Kong, Thailand, Russia, Malaysia, and other countries (See Tables 11, 13 and 15). This was a drop of 18 percent from the year before, due to smaller demand from importing countries. Post forecasts that peanut exports will remain at the same level or increase slightly in MY 2017/17 and MY 2017/18.

Table 11: Vietnam's peanut exports

Year	**2012**	**2013**	**2014**	**2015**	**2016**
In-shell peanut exports (MT) (HS code 120210 and 120241)	990	1,427	1,100	1,027	230
Shelled Peanut exports (MT) (*HS code 120220; 120242 and 200811 excluding peanut butter)*	6,123	8,442	5,080	5,866	5,280
Peanut seed export (MT) (HS code 120230)	0	2	1	20	0
Total converted into in-shell peanut exports (MT) (conversion rate 1.33)	**9,134**	**12,655**	**7,858**	**8,855**	**7,252**

*Source: GTA, *Post estimates*
Note: Peanuts are on in-shell basis, including in-shell peanut (HS code 120210; 120241) and shelled peanuts (HS code 120220; 120242 and 200811 excluding peanut butter), and peanut seeds with HS code 120230

Import Tariffs

According to Decree 122/2016/ND-BTC dated September 1, 2016, the tariff rate applied to both in-shell and shelled peanuts (HS Codes: 1202.41, and 120242) imported from countries having a MFN status with Vietnam remained at 10 percent. For countries with trade agreements with Vietnam, 2017 tariffs dropped from the previous year as follows (please refer to page 7 for trade agreement definitions):

- from five percent to four percent under the AIFTA;
- from seven percent to six percent under the VCFTA;
- from three percent to two percent under the AJCEP;
- from four percent to three percent under the VJEPA;
- It enjoys a tariff-free status under the VN-EAEU FTA;

The tariff rate applied to roasted ground nuts (HS Codes: 2008.11.10) imported from countries having MFN status with Vietnam remains at 30 percent, while in 2017 it dropped for other trade agreements as follows:

- from seven percent to five percent under the AANZFTA;
- from 17.5 percent to 15 percent under the AIFTA;
- from 23 percent to 20 percent under the VCFTA;
- from 20 percent to 18 percent under the AJCEP;
- from 22.5 percent to 20 percent under the VJEPA;

Table 12: Peanut import tariffs

HS code	Description	Import tariffs (%)										
		MFN	ATIGA	ACFTA	AKFTA	VKFTA	VJEPA	AJCEP	AIFTA	AANZFTA	VCFTA	VN-EAEU
1202	**Peanuts, not roasted or otherwise cooked, whether or not shelled or broken**											
1202.30.00	- Seed suitable for sowing	0	0	0	0	0	0	0	0	0	0	0
	- Other											
1202.41.00	--In-shell	10	0	0	0	0	3	2	4	0	6	0
1202.42.00	--Shelled, whether or not broken	10	0	0	0	0	3	2	4	0	6	0
2008	**Fruits, nuts and other edible parts of plants, otherwise prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit, not elsewhere specified or included**											
2008.11	--Ground-nuts											
2008.11.10	- - - Roasted ground nuts	30	0	0	0	0	20	18	15	5	20	21.8
2008.11.20	- - - Peanut butter	18	0	0	0	0	20	18	15	5	20	9
2008.11.90	- - - Other	20	0	0	0	0	20	18	15	5	20	10

Source: Ministry of Finance

Production, Supply and Demand Data Statistics:

Table 13: Vietnam's Production, Supply & Demand Table for Peanuts*

Oilseed, Peanut	2015/2016		2016/2017		2017/2018	
Market Begin Year	Jan 2016		Jan 2017		Jan 2017	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	0	191	0	195	0	200
Area Harvested	210	191	215	205	0	215
Beginning Stocks	39	39	46	52	0	55
Production	477	441	490	451	0	462
MY Imports	300	339	330	370	0	400
MY Imp. from U.S.	0	83	0	90	0	95
MY Imp. from EU	0	0	0	0	0	0
Total Supply	816	819	866	873	0	917
MY Exports	10	7	6	8	0	9
MY Exp. to EU	0	0	0	0	0	0
Crush	60	60	80	80	0	100
Food Use Dom. Cons.	700	700	730	730	0	750
Feed Waste Dom. Cons.	0	0	0	0	0	0
Total Dom. Cons.	760	760	810	810	0	850
Ending Stocks	46	52	50	55	0	58
Total Distribution	816	819	866	873	0	917
(1000 HA) ,(1000 MT)						

*Source: GCO, GTA, Post estimates; *Note: Peanuts are on in-shell basis, including in-shell peanut (HS code 120210; 120241) and shelled peanuts (HS code 120220; 120242 and 200811 – excluding peanut butter), and peanut seeds with HS code 120230. Conversion rate from shelled peanut into in-shell peanuts: 1.33.*

Table 14: Vietnam's Peanut* Import Matrix

Country	Vietnam		
Commodity	Peanuts	(in-shell basis)	
Time Period	Jan-Dec	**Units:**	MT
Imports for:	2015		2016
U.S.	28,192	U.S.	82,910
Others		**Others**	
India	63,154	India	134,010
Senegal	42,135	Senegal	51,594
Argentina	23,513	Hong Kong	24,959
Brazil	14,272	Brazil	21,510
Indonesia	3,493	Argentina	14,876
China	2,338	China	7,648
Paraguay	1,198		
Total for Others	**150,103**		**254,597**
Others not Listed	1,239		1,839
Grand Total	**179,534**		**339,346**

*Source: GTA *Note: Peanuts are in in-shell basis, including on-shell peanut (HS code 120210; 120241) and shelled peanuts (HS code 120220; 120242 and 200811 excluding peanut butter), and peanut seeds with HS code 120230. Conversion rate from shelled peanut into in-shell peanuts: 1.33.*

Table 15: Vietnam's Peanut* Export Matrix

Country	Vietnam		
Commodity	Peanuts	(in-shell basis)	
Time Period	Jan-Dec	**Units:**	MT
Imports for:	2015		2016
U.S.	114	U.S.	185
Others		**Others**	
Indonesia	2,181	Taiwan	2,099
Taiwan	1,944	Hong Kong	2,176
Malaysia	1,462	Russia	1,415
Thailand	1,346	Thailand	861
Russia	1,177		
Hong Kong	285		
Total for Others	**8,395**		**5,690**
Others not Listed	346		516
Grand Total	**8,855**		**7,252**

*Source: GTA; *Note: Peanuts are on in-shell basis, including in-shell peanut (HS code 120210; and 120241) and shelled peanuts (HS code 120220; and 120242 and 200811 excluding peanut butter), and peanut seeds with HS code 120230. Conversion rate from shelled peanut into in-shell peanuts: 1.33.*

Commodities:
Oilseed, Copra

Production:
According to MARD, Vietnam had 166,300 ha of coconut plantation area in 2016, producing 1.48 MMT of coconuts. Post estimates Vietnam produced 263 TMT of copra, a 2.7 percent increase over the previous year (copra production is estimated at 17.5 percent-17.8 percent of total coconut production as there is no official data for copra available in Vietnam). Please see Table 16 and Graphs 6, 7, and 8. Coconut palms are considered to have high resilience to withstand climate change threats such as increased saltwater intrusion, droughts, and floods, and therefore will continue to be important crops as Vietnam is increasingly affected by these extreme weather events. The common coconut varieties cultivated in Vietnam are mainly Aromatic Green Dwarf and Makapuno Tall tree.

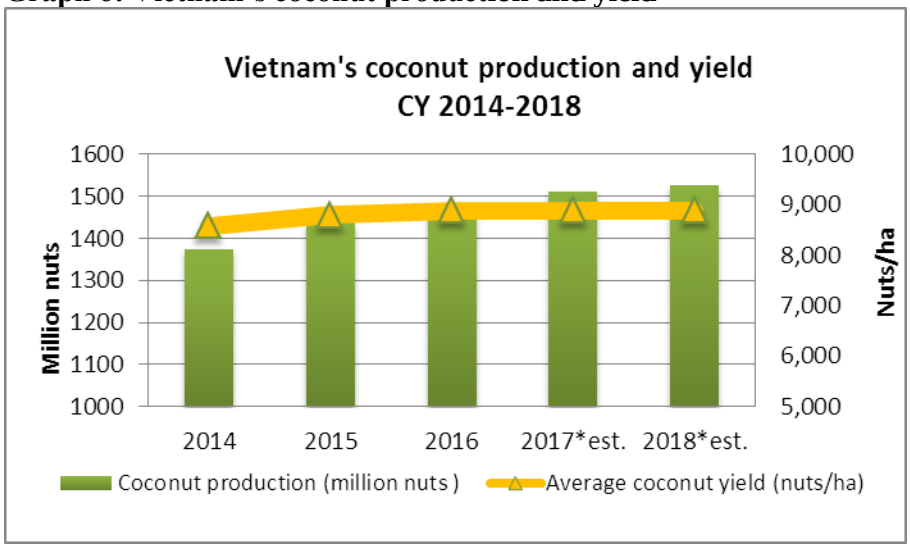
Post initially estimates coconut production at 1.5 MMT and 1.53 MMT, and copra production equivalent at 269 TMT and 272 TMT in 2017 and 2018, respectively due to anticipated coconut plantation area expansion.

Table 16: Coconut and copra production

	2014	2015	2016	2017*est.	2018*est.
Coconut plantation area (thousand ha)	160.6	163.6	166.3	170	172
Average coconut yield (nuts/ha)	8,580	8,796	8,881	8,882	8,882
Coconut production (million nuts/TMT)	1,374.4	1,439.1	1,476.9	1,510	1,528
In Copra Production Equivalent (TMT)	243	256	263	269	272

*Source: MARD, Asia Pacific Coconut Community (APCC), *Post estimates*
Note: Estimated Copra production is at 17.5%-17.8% of total coconut production.

Graph 6: Vietnam's coconut production and yield

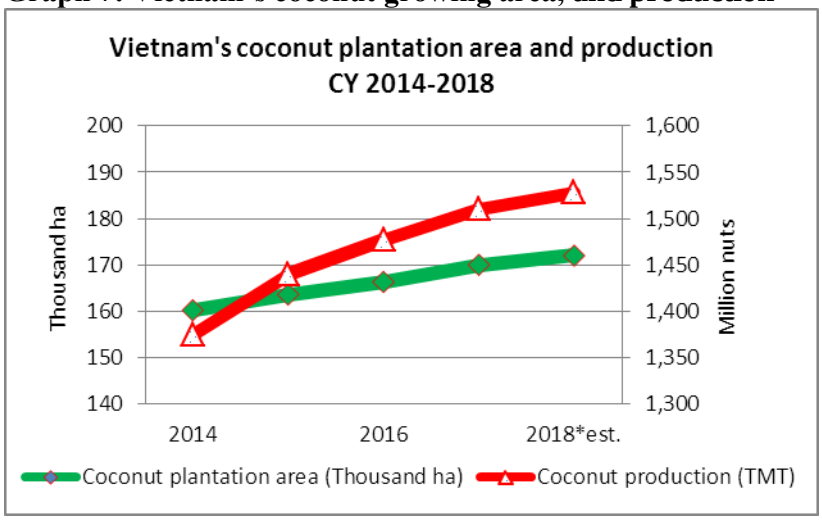


*Source: MARD, Asia Pacific Coconut Community (APCC), *Post estimates*

Photo 1: Coconut production in Vietnam

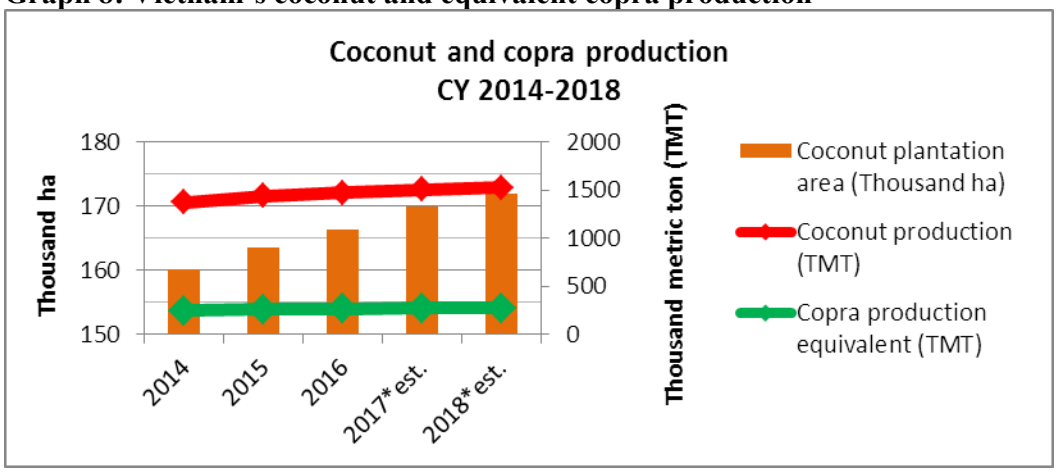
Source: http://hiephoiduabentre.com.vn

Graph 7: Vietnam's coconut growing area, and production



*Source: MARD, Asia Pacific Coconut Community (APCC), *Post estimates*

Graph 8: Vietnam's coconut and equivalent copra production



*Source: MARD, Asia Pacific Coconut Community (APCC), *Post estimates*

Table 17: Vietnam's Approximate Coconut Areas and Production by Provinces

	2014		2015 (update)		2016	
ovince	Coconut Growing Area (ha)	Coconut Production (million nuts/TMT)	Coconut Growing Area (ha)	Coconut Production (million nuts/TMT)	Coconut Growing Area (ha)	Coconut Production (million nuts/TMT)
Ben Tre	67,382	525.813	68,545	573.139	70,127	594.498
Tien Giang	14,987.5	106.185	15,904.7	117.553	16,207	121.207
Tra Vinh	19,319.1	223.318	20,029	241.372	20,628	250.524
Binh Dinh	9,339	100.092	9,402.1	100.125	9,364.1	100.018

Vinh Long	7,951.7	112.248	8,027.7	113.509	8,561	117.044
Ca Mau	7,535	28.306	7,526	28.567	7,414.6	29.024
Bac Lieu	4,580	19.032	4,580	19.911	4,618	20,327
Soc Trang	3,622	17.150	3,757	17.476	3,757	17.476
Hau Giang	3,547	18.166	3,624	18.144	2,562.1	16.489.2
Can Tho	2,412	10.450	2,308.3	9.748	2,111.8	9.133
Quang Ngai	2,319	13.316.4	2,311.6	13.825	2,314	14.141
Khanh Hoa	1,805.2	8.108	1,823.2	7,868	1,839.1	7.787
Phu Yen	1,467.1	19.795.2	1,492.7	19.956	1,404.4	18.896
An Giang	1,355.9	17.589	1,400.5	24.034	1,271	20.517
Dong Thap	632	3.040	624.6	4.454	670.1	3.484
Others	21,731	184.907	12,233.9	129.438	13,451	152.824
Total	**160,646.50**	**1,374.404**	**163,590.30**	**1,439.119**	**166,300**	**1,476.90**

Sources: Asia Pacific Coconut Community (APCC), Provincial DARDs, MARD, Local industry, Ben Tre Coconut Association, GSO

Consumption:

Vietnam produces various products from coconuts for both export and domestic consumption. Although there is no official production data for copra, desiccated coconut, and other coconut products and their consumption in Vietnam, these products are used to produce coconut oil and other byproducts, such as copra meal and cake. Post estimates about 263 TMT of copra products (equivalent) was used for crushing and produced about 166 TMT of copra oil (at a 63 percent extraction rate) and about 92 TMT of copra meal (at a 35 percent extraction rate) in 2016. Copra oil is used for both industrial and food consumption.

Trade:

Import

In 2016, Vietnam continued to import a small volume of various coconuts products such as desiccated coconuts (HS code 0801.11), coconut in the inner shell (endocarp, HS code 0801.12), copra (HS code 1203.00), and other coconut products (other than desiccated, **HS code 080119).** Vietnam's all-type coconut product imports rebounded in 2016, an increase of 236 percent over the previous year (Table 18) due to a larger volume of coconut fiber that was imported to meet higher demand. Copra imports (HS code 120300), mainly from India and Thailand, were at 146 MT, an increase of 5.8 percent over the year before, but still low when compared to 2014 levels (see table 18).

Table 18: Vietnam's copra and other coconut product imports

Unit: In MT	2011	2012	2013	2014	2015	2016
Desiccated coconut (HS code 0801.11)	10	22	386	69	15	42
Coconut in the inner shell (Endocarp) (HS code 0801.12)	0	0	320	17	46	52
Copra (HS code 1203.00)	50	0.4	2	1,574	138	146
Coconut, other than desiccated (HS code 0801.19)	2796	174	179	33	41	596
Coconut Fiber (HS code 5305.00)	154	361	75	207	729	2,425
Total	**3,010**	**557.4**	**962**	**1,900**	**969**	**3,261**

Source: GTA

Import Tariffs

According to Decree 122/2016/ND-BTC dated September 1, 2016, the most updated tariff rate applied to coconuts (HS Code: 0801), copra (HS code 1203), and coconut fibers (HS code 5305.00) imported from countries having MFN status with Vietnam and other trade agreements are listed in the Table 19. The tariff rate applied to copra (HS Codes: 1203) imported from countries having a MFN status with Vietnam remains at 10 percent. For countries with specific trade agreements with Vietnam, 2017 tariffs for copra dropped from 2016 as follows (please refer to page 7 for trade agreement definitions):

- from five percent to four percent under the AIFTA;
- from three percent to two percent under the AJCEP;
- from four percent to three percent under the VJEPA;
- It enjoys zero percent under ATIGA, ACFTA, AKFTA,VKFTA, and VN-EAEU FTA

Table 19: Coconut product import tariffs

HS code	Description	Import tariffs (%)										
		MFN	ATIGA	ACFTA	AKFTA	VKFTA	VJEPA	AJCEP	AIFTA	AANZFTA	VCFTA	VN-EAEU
0801	**Coconuts, Brazil nuts and cashew nuts, fresh or dried, whether or not shelled or peeled**											
	- Coconuts											
0801.11.00	-- Desiccated	30	0	0	0	0	20	18	15	5	21	0
0801.12.00	- In the inner shell (endocarp)	30	0	0	0	0	20	18	15	5	21	0
0801.19.00	-- Other	30	0	0	0	0	20	18	15	5	21	15
1203	**Copra**	10	0	0	0	0	3	2	4	0	5	0
5305	**Coconut, abaca, ramie and other vegetable textile fibres, not elsewhere specified or included, raw or**											

	processed but not spun, tow, noils and waste of these fibres (including yarn waste and garneted stock)											
5305.00	Coconut fibres (coir) and abaca fibres	5	0	0	0	0	1	3	2	0	5	0

Source: Ministry of Finance

Export

Vietnam exports various coconut products, such as fresh young coconuts, fresh mature coconuts, desiccated coconuts, coconut milk, coconut milk powder, canned coconut drinking water, coconut jams, coconut charcoal, coconut fibers, coconut candy, coconut oil, and other products.

In 2016, Vietnam exported 185 TMT of major coconut products, including desiccated coconuts (HS code 080111**), c**oconuts in the inner shell (Endocarp, HS code 080112), other coconut products (HS code 080119), and coconut fibers (HS code 530500). See Table 20 below.

Table 20: Vietnam's copra and other coconut product exports (2011-2016)

Unit: In MT	2011	2012	2013	2014	2015	2016
Desiccated coconuts (HS code 0801.11)	15,058	83,956	12,865	21,132	13,733	7,445
Coconuts in the inner shell (Endocarp) (HS code 0801.12)	0	144,367	134,566	155,786	67,705	44,405
Coconuts, other than desiccated (HS code 0801.19)	112,062	24,404	4,070	3,584	6,641	24,205
Copra (HS code 1203.00)	0	170	0	52	0	0
Coconut Fibers (HS code 5305.00)	94,205	109,197	100,079	131,033	124,597	108,743
Total	**221,325**	**362,094**	**251,580**	**311,587**	**212,676**	**184,798**

Source: GTA

Production, Supply and Demand Data Statistics:

Table 21: Vietnam's Production, Supply & Demand Table for Copra

Oilseed, Copra	**2015/2016**		**2016/2017**		**2017/2018**	
Market Begin Year	**Jan 2016**		**Jan 2017**		**Jan 2018**	
Vietnam	**USDA Official**	**New Post**	**USDA Official**	**New Post**	**USDA Official**	**New Post**
Area Planted	0	166	0	170	0	172
Area Harvested	162	166	165	170	0	172
Trees	0	0	0	0	0	0
Beginning Stocks	14	14	13	14	0	14
Production	254	263	258	269	0	272
MY Imports	0	0	0	0	0	0
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	268	277	271	283	0	286
MY Exports	0	0	0	0	0	0
MY Exp. to EU	0	0	0	0	0	0
Crush	255	263	260	269	0	272
Food Use Dom. Cons.	0	0	0	0	0	0
Feed Waste Dom. Cons.	0	0	0	0	0	0
Total Dom. Cons.	255	263	260	269	0	272
Ending Stocks	13	14	11	14	0	14
Total Distribution	268	277	271	283	0	286
(1000 HA) ,(1000 TREES) ,(1000 MT)						

Source: GTA, APCC, Provincial DARDs, MARD, Local industry, Ben Tre Coconut Association

Table 22: Vietnam's Copra Import Matrix

Country	Vietnam		
Commodity	Coconuts		
Time Period	Jan-Dec	**Units:**	MT
Imports for:	**2015**		**2016**
U.S.	0	U.S.	0
Others		**Others**	
Thailand	138	India	103

		Thailand	43
Total for Others	**138**		**146**
Others not Listed	0		0
Grand Total	**138**		**146**

Source: GTA; Note: Copra with HS code 120300

Policy

Vietnam officially became a member of the Asia Pacific Coconut Council (APCC) on April 1, 2016, with the Vietnam Coconut Association as the official representative of Vietnam in the APCC, according the Ministry of Industry and Trade. Created in 1969, the APCC is an inter-governmental organization consisting of 18 coconut producing member countries and accounting for over 90 percent of world coconut production and exports of coconut products. Current APCC member countries include: the Federated States of Micronesia, Fiji, India, Indonesia, Kiribati, Malaysia, Marshall Islands, Papua New Guinea, Philippines, Samoa, Solomon Islands, Sri Lanka, Thailand, Tonga, Vanuatu, and Vietnam. Jamaica and Kenya are also associate member countries of the APCC.

Commodities:

Oilseed, Rapeseed

Production:

In 2016, colza seed (rapeseed) production remained limited and is used mainly for research. While this research is showing positive results, rapeseed production area has continued to expand slowly. Rapeseed is cultivated in only a few areas, such as the provinces of Ha Giang, Moc Chau-Son La, and Mu Cang Chai-Yen Bai, mainly for tourist development purposes.

Post forecasts the rapeseed cultivation area to expand in the coming years for both tourism and oil crushing industries.

There is no official data for rapeseed production in Vietnam.

Trade:

Import

In 2016, Vietnam imported a negligible volume of rapeseed (colza seed), a significant drop compared with the last year (see Table 23) due to low demand.

Table 23: Vietnam's rapeseed (colza seed) imports

Unit: In MT	2011	2012	2013	2014	2015	2016
Rapeseed (colza seed)(HS code 120510)	0	2,409	108,698	135,267	18,184	5,618
Rapeseed (colza seed)(HS code 120590)	0.4	797	45,308	37,160	14,880	1,768
Total rapeseed (colza seed) import	**0.4**	**3,206**	**154,006**	**172,427**	**33,064**	**7,386**

Source: GTA;

Table 24: Vietnam's Rapeseed (Colza seed) Import Matrix

Country	Vietnam		

Commodity	Rapeseeds (colza seeds)		
Time Period	Jan-Dec	**Units:**	MT
Imports for:	**2015**		**2016**
U.S.	0	U.S.	0
Others		**Others**	
Australia	32,511	Australia	6,522
Ukraine	553	Ukraine	544
Germany	49	Canada	320
Total for Others	**33,064**		**7,386**
Others not Listed	0		0
Grand Total	**33,064**		**7,386**

Source: GTA; Note: Rapeseeds (Colza seeds) - HS codes 120510 and 120590

Import Tariffs

According to Decree 122/2016/ND-BTC dated September 1, 2016, the tariff rate applied to Rapeseed or Colza seeds (HS Code: 120510 and HS code 120590) imported from countries having a MFN status with Vietnam remains at five percent. The most updated tariff rates for other trade agreements are listed in Table 25.

Table 25: Rapeseed or Colza seeds import tariffs

HS code	Description	Import tariffs (%)										
		MFN	ATIGA	ACFTA	AKFTA	VKFTA	VJEPA	AJCEP	AIFTA	AANZFTA	VCFTA	VN-EAEU
12.05	**Rape or Colza seeds, whether or not broken**											
1205.10.00	-Rape or Colza seeds, low erucic acid rape or colza seeds	5	0	0	0	0	3	2	4	0	5	0
1205.90.00	-Other	5	0	0	0	0	3	2	4	0	5	0

Source: Ministry of Finance

Export

In 2016, Vietnam exported a negligible quantity of rapeseed (colza seed) with HS codes 120510 and 120590 to Switzerland. See tables 26, 27 below.

Table 26: Vietnam's rapeseed (colza seed) exports

Unit: In MT	2011	2012	2013	2014	2015	2016
Rapeseed (colza seed)(HS code 120510)	0	0.2	3	4	4	2
Rapeseed (colza seed)(HS code 120590)	0	0.01	0	1	0	0
Total rapeseeds (colza seeds) import	**0**	**0.21**	**3**	**5**	**4**	**2**

Source: GTA

Table 27: Vietnam's Rapeseed (Colza seed) Export Matrix

Country	Vietnam		
Commodity	Rapeseeds (colza seeds)		
Time Period	Jan-Dec	**Units:**	MT
Imports for:	**2015**		**2016**
U.S.	0	U.S.	0
Others		**Others**	
Switzerland	4	Switzerland	2
Total for Others	**4**		**2**
Others not Listed	0		0
Grand Total	**4**		**2**

Source: GTA; Note: Rapeseeds (Colza seeds) - HS codes 120510 and 120590

Consumption:

In Vietnam, the majority of rapeseed are planted and used for creating beautiful flower fields in several provinces such as Ha Giang, Son La, and Yen Bai, for the tourism industry (see photos 2, 3, 4). A negligible volume of rapeseed is used for oil extraction at the household scale. However, Post foresees the potential for rapeseed oil extraction at a larger scale in the next few years due to the expansion of the rapeseed cultivation area.

Photo 2, 3, 4: Rapeseed field in Mu Cang Chai, Yen Bai province

Source: Internet
http://vov.vn/du-lich/chum-anh-ruong-bac-thang-mu-cang-chai-ruc-vang-sac-cai-593552.vov#p3
http://dulichsuoigiang.com/hang-tram-hec-ta-hoa-cai-no-vang-tai-mu-cang-chai.html

Production, Supply and Demand Data Statistics:

Table 28: Vietnam's Production, Supply & Demand Table for Rapeseed

Oilseed, Rapeseed	2016/2017		2017/2018		2018/2019	
Market Begin Year	Oct 2016		Oct 2017		Oct 2018	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	0	1	0	1	0	2
Area Harvested	0	1	0	1	0	2
Beginning Stocks	1	1	0	0	0	0
Production	0	2	0	2	0	4
MY Imports	50	7	0	10	0	12
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	51	10	0	12	0	16

MY Exports	0	0	0	0	0	0
MY Exp. to EU	0	0	0	0	0	0
Crush	50	9	0	11	0	15
Food Use Dom. Cons.	0	0	0	0	0	0
Feed Waste Dom. Cons.	1	1	0	1	0	1
Total Dom. Cons.	51	10	0	12	0	16
Ending Stocks	0	0	0	0	0	0
Total Distribution	51	10	0	12	0	16
(1000 HA) ,(1000 MT)						

Source: GTA, Post estimates

MEAL SECTION

Commodities:
Meal, Soybean

Production:
Vietnam's domestic soybean meal (SBM) production was 722 TMT in MY2015/2016, a drop of 12.7 percent from the previous year and 19.2 percent from 2014's record level (889 TMT) due to the decreased operations at the Northern Vietnam crushing facility reflecting an ongoing reorganization. However, Post projects domestic SBM production to rebound in the next few years with the operation of a new crushing facility, the availability of additional capacity in existing crush facilities (see Table 29), and the increasing demand for soybean meal production and soy oil encouraging a higher crush. Post has revised its estimates for MY 2016/17 SBM production to 767 TMT. Post's initial forecast for SBM production in MY 2017/18 is 803 TMT.

Table 29: Vietnam's soybean meal production

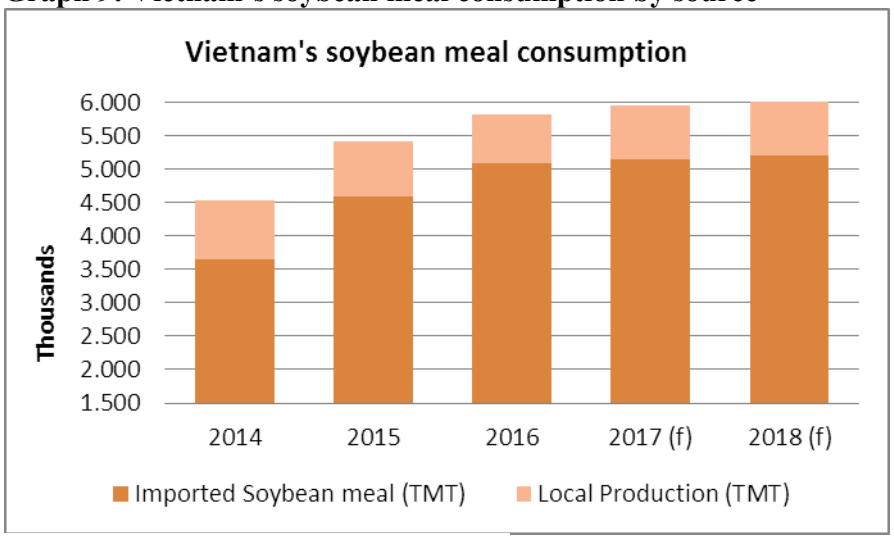
	2014	2015	2016	2017*	2018*
Total SBM production (TMT)	**889**	**822**	**722**	**767**	**803**

*Source: Local Producers, *Post estimates*

Consumption:
Almost all SBM, both domestically produced and imported, is used by the feed industries to meet surging demand for animal and aquaculture protein. Recently, some domestically produced SBM has been exported to neighboring countries.

Vietnam also imports soy flour (198 TMT), which is used in the food and feed industries (see Table 31). This volume was a 41 percent drop from the previous year (336 TMT) due to lower demand for soy flour and the higher volume of SBM imports serving as a substitute in the feed industry. Vietnam's SBM consumption was estimated at 5.67 MMT in MY 2015/16. Post forecasts MY2016/17 SBM consumption at 5.89 MMT based on a year-on-year increase of 3.9 percent. Post's initial MY 2017/18 SBM consumption forecast is 6.09 MMT, reflecting the steady, continued growth in the livestock and aquaculture sectors (Graph 9, and Table 36).

Graph 9: Vietnam's soybean meal consumption by source



Source: GCO, GTA, BICO data, Post estimates

Trade:

Imports

Vietnam continues to import an increasing amount of SBM to offset a protein shortage in the country and meet the growing demand in the animal and aquaculture feed industries. In MY 2015/16, Vietnam imported about 5.09 MMT of total SBM and soy flour, an increase of around 11 percent over the previous year (4.58 MMT) (Tables 30, 31, 32 and 36).

In December 2016, GVN issued a temporary suspension decision for distiller's dried grains with solubles (DDGS) imports from the United States following a number of quarantine pest detections, which may cause a shortage in the supply of DDGS in the near future. As a result, Vietnamese feed mills may need to raise the percentage of other feed ingredients as substitutes, such as soymeal, rapeseed meal, etc. in their feed formulation. Post estimates total MY 2016/17 SBM imports, including SBM, soy flour, and other residues from soybeans, to slightly increase to 5.15 MMT, and to continue to increase in MY 2017/18 to 5.2 MMT due to strong demand in the feed sector (See Table 36).

Argentina remained the largest supplier of SBM to Vietnam in 2016, accounting for 84 percent of the import market share, up from 70 percent in 2015 and 65 percent in 2014, due to competitive prices. Brazil, China, and the United States are the other significant suppliers of SBM to Vietnam, with Bolivia also a recent entrant. In MY 2015/16, U.S. SBM exports to Vietnam were 211 TMT, accounting for four percent of the market share. This was a drop from seven percent in the previous year (319 TMT) due to lower demand from the food processing industry as U.S. SBM was less competitive compared with imported full fat soybeans. In MY 2015/16, approximately 94 percent of U.S. SBM exports to Vietnam were soybean flour (HS Code 120810).

Post estimates U.S. SBM exports in MY2016/17 and MY2017/18 will be at the same level of 210 TMT.

Table 30: Soybean meal* imports by source in the period 2012-2016

		2012	2013	2014	2015	2016
S/N	**Total Imports: (TMT)**	**2,457.7**	**2,917.6**	**3,276**	**4,247.3**	**4,890.6**
1	Argentina	1,275	1,842	2,376	3,185.9	4,292.6
2	Brazil	296.4	444	305	677.5	264.5
3	China	265.8	90	254	114.2	248.8
5	Bolivia	0	0	0	0	37.2
4	USA	115.6	131	13	11.3	12.8
5	India	462.7	400	50	15.9	12.6
6	South Korea			3	7.8	11.3
7	Ecuador	n/a	n/a	n/a	23.2	2.9
8	Costa Rica	n/a	n/a	n/a	26.3	0.99
9	Other countries	42.2	10.6	275	185.2	6.9

Source: GCO, BICO, GTA data, local importers.
**Note: Soybean meal (HS code: 2304), and other residues from soybeans (HS Code: 230250)*

Vietnam also imported about 198 TMT of soybean flour in 2016, mainly from the United States (See Table 31), which was used for both the feed and food industries. This was a drop of 41 percent from the previous year and Post projects this decline to continue in 2017 and in coming years as demand decreases due to high tariffs and competiveness with imported soybeans.

Table 31: Soybean flour imports by sources

Country	2012	2013	2014	2015*	2016*
	Quantity (MT)	Quantity (MT)	Quantity (MT)	Quantity (MT)	Quantity (MT)
Total Imports:	**37,396**	**267,347**	**372,301**	**336,478**	**198,179**
USA	30,135	246,793	355,530	307,861	198,174
Argentina	n/a	n/a	1,244	9,251	n/a
India	10	11,813	4,057	6,810	n/a
Taiwan	3,275	3,105	5,699	6,529	n/a
Malaysia	3,926	5,136	5,627	5,987	n/a
Cote d'Ivoire	n/a	n/a	n/a	36	n/a
China	n/a	217	67	n/a	n/a
Others	50	283	77	4	5

Source: GCO; BICO data; GTA data. Note: Soybean flour HS code: 120810*

Table 32: Vietnam's Soybean Meal*Import Matrix

Country	Vietnam		
Commodity	Soybean meal		
Time Period	Jan-Dec	**Units:**	MT

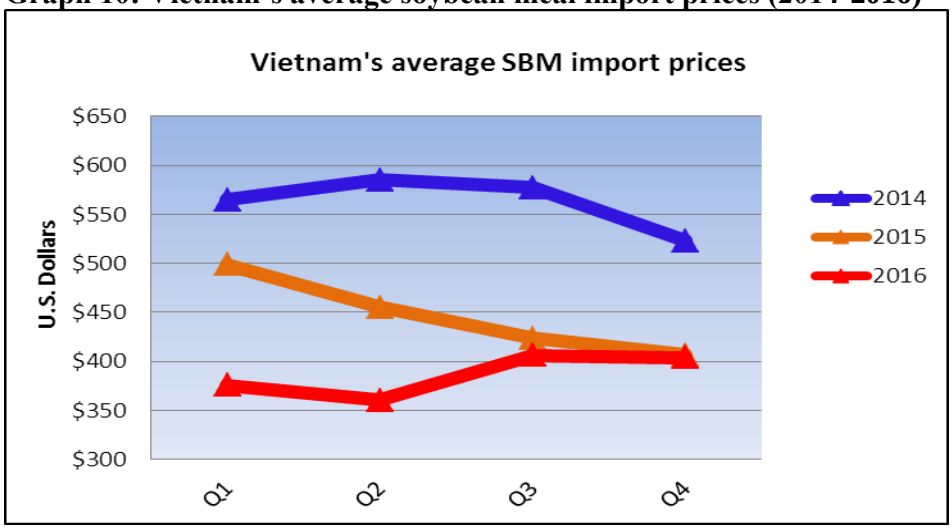
Imports for:	2015		2016
U.S.	319,478	U.S.	211,016
Others		**Others**	
Argentina	3,195,194	Argentina	4,292,595
Brazil	677,526	Brazil	264,446
China	114,193	China	248,763
Costa Rica	26,270	Bolivia	37,186
Ecuador	23,210	India	12,604
India	22,741	South Korea	11,340
Total for Others	**4,059,134**		**4,866,934**
Others not Listed	205,556		10,747
Grand Total	**4,584,168**		**5,088,697**

Source: GCO, GTA, BICO data
**Note: Soybean meal (HS code: 2304), Soy flour (HS Code: 120810), and other residues from soybeans (HS Code: 230250)*

Prices

Vietnam's average SBM import price in 2016 was $387 per metric ton, a 12.6 percent drop from the previous year ($444), (Graph 10) due to an overall decline in the global market. Currently, import prices are quoted at around $417/MT CFR Ho Chi Minh City and $421-$422/MT CFR Haiphong for shipments in May 2017. These prices are higher than average compared to the same period of the previous year. According to local importers, although import prices have been volatile, they are expected to remain at this level or around $430/MT in 2017 due to lower global soybean production, with reductions in Argentina and Bolivia, and the United States, more than offsetting a larger forecast in production for the Ukraine and Brazil. Table 31 shows a comparison of local prices of common feed ingredients in Vietnam. An increasingly large segment of the industry recognizes the value of using high-protein SBM.

Graph 10: Vietnam's average soybean meal import prices (2014-2016)



Source: GCO, Local Traders

Table 33: Local prices of major feed ingredients in the Vietnam market

Product/ Prices in VND/KG	Mar. 2016	Apr. 2016	May 2016	Jun. 2016	Jul. 2016	Aug. 2016	Sep. 2016	Oct. 2016	Nov. 2016	Dec. 2016	Jan. 2017	Feb. 2017
Corn Local	4,800	5,000	5,300-6,000	5,800	6,000	5,700	5,400	5,300	5,200	5,150	5,250	5,400
Corn SAM	4,700	4,900	5,200-5,900	5,850	6,100	5,650	5,350	5,250	5,100	5,100	5,200	5,500
Rice Bran	4,400	4,500	4,700	4,900	5,000	5,100-5,350	5,200	5,100	4,900	4,800	4,400	4,600
CGM	15,000	14,800	15,200-15,500	15,800	15,700	15,200	15,000	14,700	N/A	N/A	16,800	N/A
DDGS	5,300	5,200	5,200-6,500	6,700	6,100	5,600	5,350	N/A	N/A	N/A	6,200	5,800-6,100
Catfish Oil	15,800	16,000	15,800	15,500	15,200	15,000	17,500	18,300	19,200	18,500	19,000	20,500
Feed Wheat	5,150	5,200	5,300-5,900	6,150	EU 5,200	EU 5.200	5,150	5,050	4,950	4,850	4,900	5,000
SBM US	8,700	8,600	8,800-11,500	12,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
SBM Arg.	8,500	8,450	8600-11000	11,700	10,600	9,800	9,600	8,800	8,900	8,800	9,000	9,800
Cassava	4,700	4,700	5,000	5,150	5,100	5,000	4,900	5,100	5,000	4,900	4,400	4,500
MBM	8,800	8,400	8300-8800	10,200	10,000	9,700	9,600	8,500	8,400	8,000	8,600	9,000
Fish Meal	25,500	25,500	26,000	26,500	26,000	25,500	26,000	26,200	26,500	26,000	26,200	26,500
Feather Meal	13,800	13,000	13,700	14,800	15,000	14,500	14,200	13,600	13,400	13,000	13,500	13,200
Wheat Pollard	4,750	4,800	5,000	5,150	4,700	4,550	4,300	4,100	4,000	4,100	4,300	4,300
Wheat Bran	4,950	4,950	5,050	5,250	4,650	4,600	4,400	4,250	4,100	4,150	4,300	4,400
Rapeseed meal	6,850	6,700	6900-7600	8,600	8,050	7,200-7,550	7,400	7,100	7,050	6,800	6,800	7,100
Palm Kernel meal	3,000	2,900	3,300	3,800	3,200	3,100	2,950	2,800	2,900	3,000	3,200	3,300
Copra Meal	N/A	N/A	N/A	N/A	N/A	5,600	5,400	5,100	4,950	4,850	4,700	N/A

Salt	4,500	4,300	4,400	4,200	4,000	4,200	4,100	4,200	4,400	4,500	4,500	4,000
L Lysine HCl	31,000	32,000	n/a	34,000	32,000	31,000	31,000	31,000	32,000	35,000	34,000	32,000
DL Methionine	90,000	90,000	n/a	90,000	88,000	87,000	87,000	87,000	98,000	N/A	105,000	N/A

Source: Local traders, U.S. Soybean Export Council's (USSEC) and U.S. Grain Council (USGC)'s Representative Office in Vietnam;
**Note: Exchange rate as of March 15, 2017: $1=VND22,860 (Vietcombank)*

Import Tariffs

According to Decree 122/2016/ND-BTC dated September 1, 2016, the tariff rate applied to SBM, full fat soybean flour, and soybean hulls imported from countries having MFN status with Vietnam are stated below:

- Import duty for soybean flour (HS code: 120810): eight percent
- Import duty for soybean hulls (HS code: 230250): zero percent
- Import duty for defatted soya bean flour, fit for human consumption (HS code: 2304.00.10): zero percent
- Import duty for other soybean meal (HS code: 2304.00.90): two percent

For countries with trade agreements with Vietnam, 2017 tariffs for soybean flour (HS code: 120810) decreased from 2016 as follows (please refer to page 7 for trade agreement definitions):

- from seven percent to five percent under the AANZFTA;
- from 12.5 percent to 10 percent under the AIFTA;
- from 11 percent to 10 percent under the VCFTA;
- from 15 percent to 13 percent under the AJCEP;
- from 11 percent to 8 percent under the VJEPA;
- It is zero percent under the VN-EAEU FTA;

Table 34: Meal import tariffs

HS code	Description	Import tariffs (%)										
		MFN	ATIGA	ACFTA	AKFTA	VKFTA	VJEPA	AJCEP	AIFTA	AANZFTA	VCFTA	VN-EAEU
1208	**Flours and meals of oil seeds or oleaginous fruits, other than those of mustard**											
1208.10.00	- Of soya beans	8	0	0	0	0	8	13	10	5	10	0
1208.90.00	- Other	25	0	0	0	0	15	13	10	5	19	18.2
2301	**Flours, meals and pellets, of meat or meat offal, of fish or of crustaceans, mollusks or other aquatic invertebrates, unfit for human consumption; greaves**											
2301.10.00	-Flours, meals and pellets, of meat or meat offal; greaves	0	0	5	0	0	2	1	4	0	5	0
2301.20	**Flours, meals and pellets, of fish or of crustaceans, mollusks or other aquatic invertebrates**											
2301.20.10	--Of fish, with a protein content of less than 60% by weight	0	5	5	5	5	2	1	4	0	0	0
2301.20.20	--Of fish, with a	0	5	5	5	5	2	1	4	0	0	0

	protein content of 60% or more by weight											
2301.20.90	--Other	0	5	5	5	5	2	1	4	0	0	0
2302	**Bran, sharps and other residues, whether or not in the form of pellets, derived from the sifting, milling or other working of cereals or of leguminous plants.**											
2302.10.00	- Of maize (corn)	0	0	5	0	0	3	2	4	0	5	0
2302.30.00	- Of wheat	0	0	0	0	0	1	5	4	0	5	0
2302.40	- Of other cereals											
2302.40.10	-- Of rice	0	0	0	0	0	3	2	7	0	5	0
2302.40.90	-- Of other	0	0	0	0	0	3	2	4		5	0
2302.50.00	- Of leguminous plants	0	0	0	0	0	3	2	4	0	5	0
2303	**Residues of starch manufacture and similar residues, beet-pulp, bagasse and other waste of sugar manufacture, brewing or distilling dregs and waste, whether or not in the form of pellets.**											
2303.10	- Residues of starch manufacture and similar residues sago											
2303.10.10	- - Of manioc (cassava) or sago	0	0	5	0	0	3	2	4	0	5	0
2303.10.90	- - Other	0	0	5	0	0	1	5	4	0	3	0
2303.20.00	- Beet-pulp, bagasse and other waste of sugar manufacture	0	0	0	0	0	3	2	4	0	0	0
2303.30.00	- Brewing or distilling dregs and waste	0	0	0	0	0	1	5	4	0	3	0
2304	**Oil-cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil.**											
2304.00.10	-Defatted soya bean flour, fit	0	0	0	0	0	0	0	2	0	0	0

	for human consumption											
2304.00.90	-Other	2	0	0	0	0	0	0	2	0	0	0
2305.00.00	**Oil-cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of ground-nut oil.**	0	0	0	0	0	0	0	2	0	0	0
2306	**Oil cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of vegetable fats or oils, other than those of heading 23.04 or 23.05**											
2306.10.00	- Of cotton seeds	0	0	0	0	0	0	0	2	0	0	0
2306.20.00	- Of linseed	0	0	0	0	0	0	0	2	0	0	0
2306.30.00	- Of sunflower seeds	0	0	0	0	0	0	0	2	0	0	0
2306.41	--Rape seeds or Colza seeds of low erucic acid rape or colza seeds											
2306.41.10	---Rape seeds or colza seeds of low erucic acid rape or colza seeds	0	0	0	0	0	0	2	0	0	0	0
2306.41.20	---Colza seeds of low erucic acid colza seeds	0	0	0	0	0	0	2	0	0	0	0
2306.49	- - Other											

2306.49.10	--- Rape seeds of other rape seeds	0	0	0	0	0	0	2	0	0	0	0
2306.49.20	---Colza seeds of other colza seeds	0	0	0	0	0	0	2	0	0	0	0
2306.50.00	- Of coconut or copra	0	0	0	0	0	0	2	0	0	0	0
2306.60.00	- Of palm nuts or kernels	0	0	0	0	0	0	2	0	0	0	0
2306.90	- Other											
2306.90.10	-- Of maize (corn) germ	0	0	0	0	0	0	2	0	0	0	0
2306.90.90	- - Other	0	0	0	0	0	0	2	0	0	0	0
2307.00.00	**Wine lees; argol.**	0	0	0	0	0	3	2	4	10	5	0
2308.00.00	**Vegetable materials and vegetable waste, residues &by-products, whether or not in the form of pellets, of a kind used in animal feeding, not elsewhere specified or included.**	0	0	0	0	0	3	2	4	0	5	0

Source: Ministry of Finance

Exports

According to local traders, Vietnam exported about 119 TMT of total soybean meal (HS Code: 230400), soy flour (HS Code: 120810), and other residues from soybeans (HS Code: 230250) in 2016 (MY 2015/16) (See Tables 35). Major export markets for Vietnamese SBM were Cambodia, Japan, Philippines, Singapore, Laos, South Korea, Myanmar (Burma), and Taiwan. Although Vietnam will remain a large importer of SBM, there was also a small amount of SBM exports to neighboring countries. Post forecasts Vietnam's SBM exports at about 150 TMT in MY2016/17, and at 170 TMT in MY2017/18.

Table 35: Vietnam's Soybean Meal*Export Matrix

Country	Vietnam		
Commodity	Soybean meal		
Time Period	Jan-Dec	**Units:**	MT
Imports for:	**2015**		**2016**
U.S.	0	U.S.	0
Others		**Others**	
Cambodia	71,179	Cambodia	88,318
Indonesia	6,786	Japan	12,078
Malaysia	5,010	Philippines	6,898
Philippines	3,443	Singapore	3,362
Japan	3,019	Laos	3,190
Laos	2,766	South Korea	1,994
Taiwan	2,122	Myanmar	963
Myanmar	1,747	Taiwan	883
Sri Lanka	985	Sri Lanka	574
South Korea	851	Indonesia	488
Singapore	208	India	227
Thailand	116		
Total for Others	**98,232**		**118,975**
Others not Listed	1		62
Grand Total	**98,233**		**119,037**

*Source: GTA, Agromonitor, Local traders; *Note: Soybean meal (HS code: 2304), Soy flour (HS Code: 120810), and other residues from soybeans; (HS Code: 230250)*

Production, Supply and Demand Data Statistics:

Table 36: Vietnam's Production, Supply & Demand Table for Soybean Meal*

Meal, Soybean	**2015/2016**		**2016/2017**		**2017/2018**	
Market Begin Year	**Jan 2016**		**Jan 2017**		**Jan 2018**	
Vietnam	**USDA Official**	**New Post**	**USDA Official**	**New Post**	**USDA Official**	**New Post**
Crush	1150	980	1400	1050	0	1100
Extr. Rate, 999.9999	0.7339	0.7327	0.7343	0.7273	0	0.7304
Beginning Stocks	448	448	462	470	0	347
Production	844	722	1028	767	0	803
MY Imports	5090	5089	5200	5150	0	5200
MY Imp. from U.S.	350	211	350	210	0	210
MY Imp. from EU	0	0	0	0	0	0
Total Supply	6382	6259	6690	6387	0	6350
MY Exports	300	119	300	150	0	170

MY Exp. to EU	0	0	0	0	0	0
Industrial Dom. Cons.	0	0	0	0	0	0
Food Use Dom. Cons.	70	70	90	90	0	90
Feed Waste Dom. Cons.	5550	5600	6000	5800	0	6000
Total Dom. Cons.	5620	5670	6090	5890	0	6090
Ending Stocks	462	470	300	347	0	90
Total Distribution	6382	6259	6690	6387	0	6350
(1000 MT) ,(PERCENT)						

Source: GCO, GTA, Post estimates;
**Note: Soybean meal includes soybean meal and cake (HS Code 230400);*
Soy flour (HS Code 120810); and other residues from soybeans (HS Code230250)

Commodities:

Meal, Copra
Meal, Cottonseed
Meal, Palm Kernel
Meal, Rapeseed
Meal, Peanut
Meal, Sunflower seed
Fishmeal

Production:

Vietnam has a negligible production volume of other oilseed meals, such as peanut meal, copra meal, rapeseed meal, etc. Soybean meal and copra meal are the largest meals produced in Vietnam.

Copra cake and meal production

Vietnam uses copra and desiccated coconuts to make copra oil, and by-products from crushing are copra cake and meal. Copra cake and meal is used for the animal feed sector. The estimated conversion rate from copra to copra cake and meal is 35 percent in Vietnam. In 2016, Vietnam produced about 92 TMT of copra meal.

Table 37: Vietnam's copra cake and meal production

	2013	2014	2015	2016	2017 est.*	2018 est.*
Total copra (equivalent) volume for crushing	230	240	254	263	269	272
Copra cake and meal production (TMT)	81	84	89	92	94	95

*Source: Local industry estimates, *Post estimates.*
Note: - Estimated Conversion rate from copra to copra cake and meal at 35 percent

Fishmeal production

Vietnam's fishmeal production was 450 TMT in 2016, of which 316 TMT is saltwater fishmeal and 135 TMT is freshwater fishmeal, according to the General Statistics Office (GSO) (See tables 38, and 92). Production of fishmeal, mainly from the south of Vietnam, depends on the production of caught saltwater and freshwater fish and the volume of caught trash fish. However, freshwater fishmeal has been increasing in recent years due to growth in freshwater fishery production leading to a rise in the volume of by-products available for fishmeal.

Table 38: Vietnam's fishmeal production

	2012	2013	2014	2015	2016 est.	2017*	2018*
Total fishmeal production	**328,786**	**382,549**	**397,511**	**422,887**	**450,344**	**460,000**	**470,000**
Saltwater fishmeal production (MT)	260,325	324,942	319,170	319,501	315,813	310,000	305,000
Freshwater fishmeal production (MT)	68,461	57,607	78,341	103,386	134,531	150,000	165,000

*Source: GSO; *Post estimates*

Consumption:

All locally produced and imported oil meals and feed ingredients, including fishmeal, are used as substitutes for SBM in livestock and aquaculture feed.

Trade:

Import

In 2016, Vietnam imported about 200 TMT of other oilseed meals, including peanut meal, cottonseed meal, sunflower meal, canola meal, rapeseed meal, copra meal, and palm kernel meal, a drop of 77 percent from the previous year (873 TMT) due to a greater offset of other imported feed ingredients, such as SBM, DDGS, and other residues (See Tables 39, 40). Posts notes that Vietnam's imports of U.S. canola and rapeseed meal, although still small, significantly increased to become the third largest in 2016 (See Table 42).

In 2016, according to GTA and local industry contacts, Vietnam imported about 115 TMT of fishmeal, of which 22 percent was imported from Peru, 21 percent from Thailand, and 11 percent from India. The remainder was imported from Mauritania, Oman, Malaysia, Chile, South Korea, Indonesia, and other countries (see Table 43). Table 40 and Graph 11 show that total oil meals, DDGS, corn gluten meal, fishmeal, and other protein meal imports were 3.37 MMT in 2016, accounting for about 14 percent of total commercial feed production for both livestock and aquaculture.

Import Tariffs

The tax rates applied to other oilseed meals and fishmeal imported from countries having Most Favored Nation (MFN) status with Vietnam remain zero (0) percent. The most updated tariff rates for other trade agreements are listed in Table 34.

Table 39: Other oilseed meal* imports 2012-2016

	2012	2013	2014	2015	2016
Total import volume (TMT)	748	875	717	873	200

Source: General Customs Department (GCO), Local importers, Agromonitor, GTA
**Note: Other oilseed meals include peanut meal, cotton seed meal, sunflower meal, canola meal, rape seed meals, copra meal, and palm kernel meal*

Table 40: Other oilseed and protein meal imports by commodity in 2014-2016

	Commodities	2014	2015	2016
HS Code	Total **(**Unit: MT)	**2,863,234**	**3,301,291**	**3,368,387**
230110	Meat and bone meals	560,000	621,070	616,920
230120	Fishmeal	104,996	103,671	114,996
230210/ 230310/ 230330	DDGS; Corn gluten meal and other meal/residues	745,147	785,536	1,371,104
230230	Wheat bran	420,000	505,199	687,250
230220/ 230240/ 230690	Rice bran and other residues	249,000	324,000	288,280
230320	Beet-pulp, bagasse and other waste of sugar manufacture	2,635	15,198	5,045
230500	Peanut meal	3,415	2,722	2,143
230610	Cotton seed meal	3,211	300	0
230620	Linseed meal	0	0	13
230630/	Sunflower meal	4,762	5,461	16,728
230641/ 230649	Canola/colza meal, rapeseed meal	373,400	413,389	89,764
230650	Copra cake and meal	98,475	156,725	82,909
230660	Palm Kernel meal	176,873	248,105	n/a
230700	Wine lees; argol	13,393	36,107	-
230800	Other vegetable residues and by-products	54,465	30,938	3,528
100390	Barley	52,341	50,006	89,697
100710 100790	Sorghum	1,121	2,864	10

Source: General Customs Department (GCO), Local importers, Agromonitor, GTA

Table 41: Vietnam's Copra cake and meal Import Matrix

Country	Vietnam		
Commodity	Copra cake and meal		
Time Period	Jan-Dec	**Units:**	MT
Imports for:	**2015**		**2016**
U.S.	**0**	U.S.	0
Others		**Others**	
Philippines	112,544	Philippines	82,909
Indonesia	11,200		
Total for Others	**94,612**		**82,909**
Others not Listed	62,113		0
Grand Total	**156,725**		**82,909**

Source: GTA; Local Traders; Note: Copra cake and meal with HS code: 230650

Table 42: Vietnam's canola and rapeseed meal Import Matrix

Country	Vietnam		
Commodity	**Canola and rapeseed meal**		
Time Period	Jan-Dec	**Units:**	MT
Imports for:	**2015**		**2016**
U.S.	1,195	U.S.	11,463
Others		**Others**	
Arab Emirates	62,781	China	33,040
India	59,388	India	22,939
Singapore	52,961	Canada	11,369
Canada	49,121	Australia	5,044
Malaysia	22,565	Uruguay	3,548
China	7,225	Ukraine	1,597
Pakistan	3,035	Paraguay	514
Paraguay	1,539	Uruguay	250
Philippines	550		
Romania	185		
Total for Others	**259,350**		**78,301**
Others not Listed	152,844		0
Grand Total	**413,389**		**89,764**

Source: GTA; Local Traders; Note: Canola and rapeseed meal with HS code: 230641 & 230649

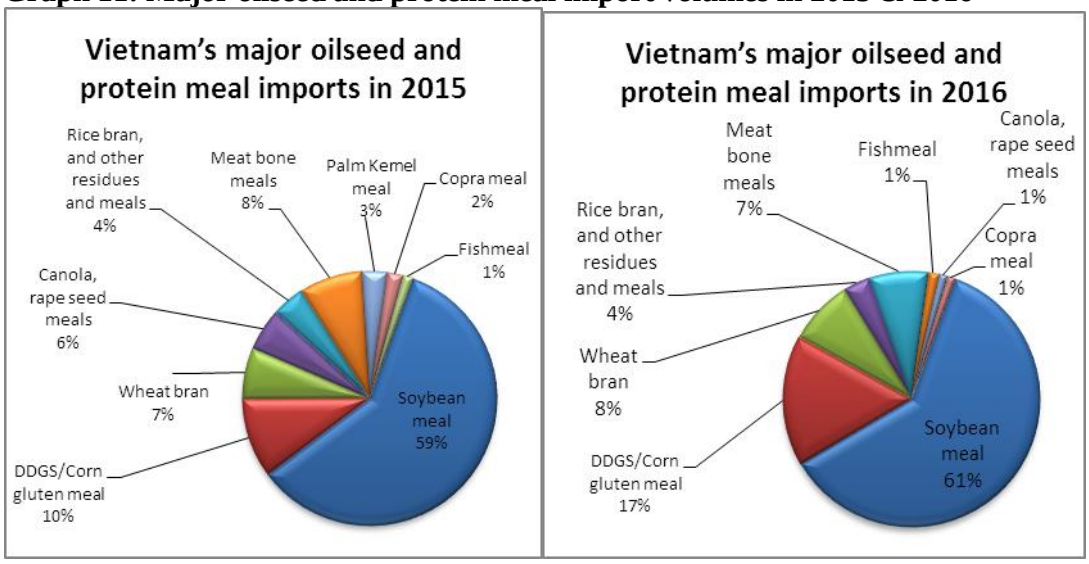
Table 43: Vietnam fish meal imports by source in 2011-2016

	2011	2012	2013	2014	2015	2016
Total in MT	**89,534**	**91,835**	**81,352**	**104,996**	**103,671**	**114,996**
Peru	46,339	54,123	19,336	39,842	21,883	25,047
Thailand	26,422	11,352	43,000	28,499	32,320	24,339
India	740	249	1,301	3,340	7,560	12,439

Mauritania	57	n/a	n/a	991	4,297	9,780
Oman	n/a	n/a	n/a	n/a	199	7,290
Malaysia	n/a	n/a	n/a	n/a	4,320	6,807
Chile	1,807	2,073	2,260	9,980	10,763	5,562
South Korea	11,079	11,604	11,862	12,478	8,154	5,462
Indonesia	n/a	n/a	n/a	n/a	4,512	3,449
Others	3,090	12,434	3,593	9,866	9,663	14,821

Source: GCO, Local importers, Agromonitor, GTA; Note: Fishmeal (HS code 230120)

Graph 11: Major oilseed and protein meal import volumes in 2015 & 2016



Source: GCO, GTA, Local importers

Policy

New requirement of fumigation for U.S. grains effective from December 1, 2016

On September 26, 2016, MARD issued an official letter to USDA's Animal and Plant Health Inspection Service (APHIS) notifying new requirements for Methyl Bromide (MB) fumigation that would be applied from December 1, 2016 on pre-shipments for all consignments of U.S. wheat, corn, and DDGS.

Temporary ban for DDGS import from the United States

On October 17, 2016, MARD issued decision No. 4217/QD-BNN-BVTV temporarily suspending U.S. DDGS imports due to the detection of quarantine pests, with the suspension taking effect on December 17, 2016. Given the potential shortage of U.S. DDGS in 2017 due to this suspension decision, local feed mills may need to increase the percentage of other feed ingredients such as soymeal, rapeseed meal, etc. in their feed formulation. This factor should become more pronounced after stocks resulting from the surge of imported DDGS are drawn down as 2017 progresses.

MARD Minister instructs a slowdown in hog production sector and the swine feed production industry

Recently, MARD instructed all provinces not to expand their respective swine herds, as well as limit the capacity of animal feed plants in order to support the goal of future sustainable agriculture development. MARD announced this policy in reaction to the fast growth of Vietnam's commercial swine numbers and pig feed production, which has caused a significant drop of hog prices in domestic and export markets, as well as negative environmental effects.

The Vietnam-Eurasia Economic Union Free Trade Agreement (VN-EAEU FTA) takes effect on October 5, 2016

The Vietnam-Eurasia Economic Union Free Trade Agreement (VN-EAEU FTA) took effect on October 5, 2016. According to the MOIT's Europe Market Department, discussions for the VN-EAEU FTA, which includes Vietnam, Russia, Belarus, Kazakhstan, Armenia, and Kyrgyzstan, started in March 2013 with the final agreement formalized on May 29, 2015. Under this agreement, many feed ingredients, such as oil seed meals, now enjoy a zero-rate import tariff. The Vietnam-Eurasia Economic Union Free Trade Agreement opens the way for Vietnam to import many feed ingredients, including corn, from Russia with a lower import tariff.

Hai Phong City to apply more port fees in 2017

Starting from January 1 2017, Hai Phong City began charging fees from shipments into all ports for the use of infrastructure, service facilities, and public utilities in the city. According to local traders, a number of companies have begun to complain about the decision to charge high fees at all ports in Hai Phong City. On December. 13, 2016, the municipal People's Committee promulgated a resolution regulating the fees to be charged for construction, infrastructure, service buildings, and public utilities in the city with the resolution taking effect in January 2017. Accordingly, individuals and organizations that have shipments stored at bonded warehouses must pay VND 2.2million (USD $97) up to VND 4.8million (USD $220) per container, an increase of nearly 70 percent. This imposes a further burden on local import-export companies due to high logistical costs charged for customs fees, shipment handling fees, import and export taxes, and now, infrastructure fees. Hai Phong Port now accounts for more than a third of Vietnam's total cargo transportation, second to Sai Gon New Port. Higher logistic costs also limit Vietnam's competitiveness in global trade markets.

Vietnam's deep-water port capable to receive container ships of more than 100,000 deadweight tonnages (DWT)

Recently, the world's largest container ship, *Margrethe Maersk,* with 194,000 DWT, docked at the Cai Mep International Terminal (CMIT) located at the downstream section of the Cai Mep River in the southern province of Ba Ria-Vung Tau. With the arrival of *Margrethe Maersk,* CMIT becomes the first port in Vietnam, and the 19th in the world, to be able to handle an 18,300 twenty-foot equivalent unit (TEU) vessel. Part of the seaport development plans in Vietnam, the Cai Mep complex of container terminals currently consists of CMIT, the Tan Cang-Cai Mep ODA Terminal, and the SP-SSA International Terminal (SSIT).

Export

In 2016, Vietnam exported close to 266 TMT of other oilseed and protein meals, including copra meal, rapeseed meal, and fish meal, to neighboring countries in the region (see Table 44).

In 2016, Vietnam exported 185.3 TMT of fishmeal, an increase of 21.8 percent over the previous year (152.1 TMT), with China being the largest market. According to local traders, Vietnam exports low-protein fishmeal, while importing high-protein fishmeal.

Table 44: Other oilseed and protein meal exports by commodity in 2012-2016

	Commodities	2012	2013	2014	2015	2016
HS Code	Total **(**Unit: MT)	**196,692**	**294,658**	**287,452**	**1,139,721**	**265,749**
230110	Meat bone meals	1,179	2,395	636	16,166	462
230120	Fishmeal	97,283	109,418	142,731	152,121	185,287
230210/ 230310 230670	DDGS and Corn gluten meal	24,964	110,974	50,982	24,942	2,000
230230	Wheat bran	96	84	-	798,328	-
230220 230240 230690	Rice bran and other residues,	6,249	14,178	13,637	56,651	75,000
230320 230330	Waste of sugar manufacture, molasses, other residues	66,079	55,820	78,525	88,616	1,000
230500	Peanut meal	549	1,489	823	590	-
230610	Cotton seed meal	0	0	0	0	0
230630	Sunflower meal	0	0	0	0	0
230640 230641 230649	Canola meal, rapeseed meal	0	45	0	279	0
230650	Copra cake and meal	271	255	92	3,028	2,000
230660	Palm Kernel meal	22	0	26	0	0

Source: GCO, Local importers, GTA

Table 45: Vietnam's copra cake and meal exports

	2011	2012	2013	2014	2015	2016
Total Copra cake and meal exports (MT)	66	271	255	92	3,028	2,000

Source: GTA; Local Traders; Note: Copra cake and meal with HS code: 230650

Table 46: Vietnam's copra cake and meal export matrix

Country	Vietnam		
Commodity	Copra cake and meal		
Time Period	Jan-Dec	**Units:**	MT
Imports for:	**2015**		**2016**
U.S.	15	U.S.	0
Others		**Others**	
Italy	1,491	Taiwan	2,000
Cambodia	1,005		
Taiwan	188		
Japan	186		
South Korea	143		
Total for Others	**3,013**		**2,000**
Others not Listed	0		0
Grand Total	**3,028**		**2,000**

Source: GTA; Local Traders; Note: Copra cake and meal with HS code: 230650

Production, Supply and Demand Data Statistics:

Table 47: Vietnam's Production, Supply & Demand Table for Copra Meal

Meal, Copra	**2016/2017**		**2017/2018**		**2018/2019**	
Market Begin Year	**Jan 2016**		**Jan 2017**		**Jan 2018**	
Vietnam	**USDA Official**	**New Post**	**USDA Official**	**New Post**	**USDA Official**	**New Post**
Crush	260	263	0	269	0	272
Extr. Rate, 999.9999	0.3538	0.3498	0	0.3494	0	0.3493
Beginning Stocks	14	14	0	7	0	7
Production	92	92	0	94	0	95
MY Imports	100	83	0	90	0	90
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	206	189	0	191	0	192
MY Exports	3	2	0	2	0	2
MY Exp. to EU	0	0	0	0	0	0
Industrial Dom. Cons.	0	0	0	0	0	0
Food Use Dom. Cons.	0	0	0	0	0	0
Feed Waste Dom. Cons.	190	180	0	182	0	185
Total Dom. Cons.	190	180	0	182	0	185
Ending Stocks	13	7	0	7	0	5
Total Distribution	206	189	0	191	0	192
(1000 MT) ,(PERCENT)						

Source: GTA; Local Traders; Note: Copra cake and meal with HS code: 230650

Table 48: Vietnam's fish meal exports by destination (2012-2016)

	2012	2013	2014	2015	2016
Total in TMT	**97.3**	**109.5**	**147.7**	**152.1**	**185.3**
China	50	67	72.5	74.9	127

Thailand	10	3	8	12.4	37.8
Japan	5	10	24.9	26.7	8.4
Taiwan	14	14	24.8	16.2	5.9
South Korea	2	3	3.3	4.6	3.5
Australia	1.2	0	0	0.4	1.1
Indonesia	11.5	10	6.5	9.7	n/a
Malaysia	2.6	1.5	2.3	5.4	n/a
Cambodia	n/a	n/a	5	1	n/a
Others	1	1	0.4	0.8	1.6

Source: GTA, Local Traders, Agromonitor; Note: Fishmeal with HS code: 230120

Commodities:
Oil, Soybean
Oil, Palm Kernel
Oil, Coconut
Oil, Rapeseed
Oil. Sunflower seed
Oil, Cottonseed

Production:
Refined vegetable oil production
According to the General Statistics Office, Vietnam produced a record level of 1,092 TMT of refined vegetable oil (all types) in 2016, an increase of 13 percent over the previous year (966 TMT) (Table 49 and Graph 12). Refined oil production is projected to increase between eight and nine percent to 1,186 TMT in 2017 and to 1,276 TMT in 2018. However, Post believes that it may be difficult for Vietnam's producers to meet GVN's target for refined vegetable oil production of 1.59 MMT by 2020 and 1.93 MMT by 2025, as stated by MOIT's "*Development Plan for Vietnam's Vegetable Oil Industry up to 2020, and Vision to 2025".*

According to the MOIT, there are now some 40 cooking oil manufacturers in Vietnam with hundreds of edible oil brands that can now be found around the country. Seventy percent of them are palm oil, 23 percent are soybean oil, and seven percent are other vegetable oil manufacturers.

Currently, Tuong An, Vocarimex, Cai Lan, and Golden Hope Nha Be are the four leading vegetable oil manufacturers in Vietnam. According to Euromonitor, Cai Lan now holds 40 percent of the market share with Tuong An holding a 20 percent. Cai Lan (Calofic) is the leader in Vietnam's cooking oil market and has won the trust of a wide range of customers with its famous brands, including Neptune, Simply, and Meizan.

During 2016, Kido Corporation, a well-known bakery manufacturer, became a new player in Vietnam's vegetable oil market, after purchasing a 65 percent stake of Tuong An Vegetable Oil. Kido also acquired a 24 percent stake of the Vietnam Vegetable Oils Industry Corporation (Vocarimex), a large vegetable oil manufacturer in 2016, and increased this percent stake to 51 percent in January 2017.

Meanwhile, Daso Group, specializing in providing logistics services, also entered the vegetable oil market in 2016, launching two new vegetable oil brands, Ogold and Binh An. Finally, Otran Group continues to be a major player, marketing cooking oil products under its Otran brand.

In 2016, there was a major development in Vietnam's crude vegetable oil market when Bunge Vietnam sold 45 percent of its equity in its Vietnam crush operations to Wilmar. This sale created a three-party joint venture between Bunge and Wilmar (each owning an equal 45 percent of shares) and Quang Dung (a leading soybean meal distributor in Vietnam and majority owner of Green Feed Company, a growing Vietnamese feed mill) which retained its existing 10 percent stake in the operations. This joint venture could result in potential growth by connecting Bunge's crushing capabilities with Wilmar's oil refining and consumer product business, and Green Feed's feed milling and marketing activities. This joint venture's target is to integrate operations to create both a source and sales outlet for oil in Vietnam. Since 2008, Wilmar has owned the Hung Phu factory, which was established in 2003 in the Mekong River Delta's Can Tho city by the Cai Lan Oils and Fats Industries Company (Calofic) in which Wilmar hold a 76 percent stake. This factory, with a 500 MT per day capacity, produces rice bran mill for animal feed and rice bran oil for consumer products.

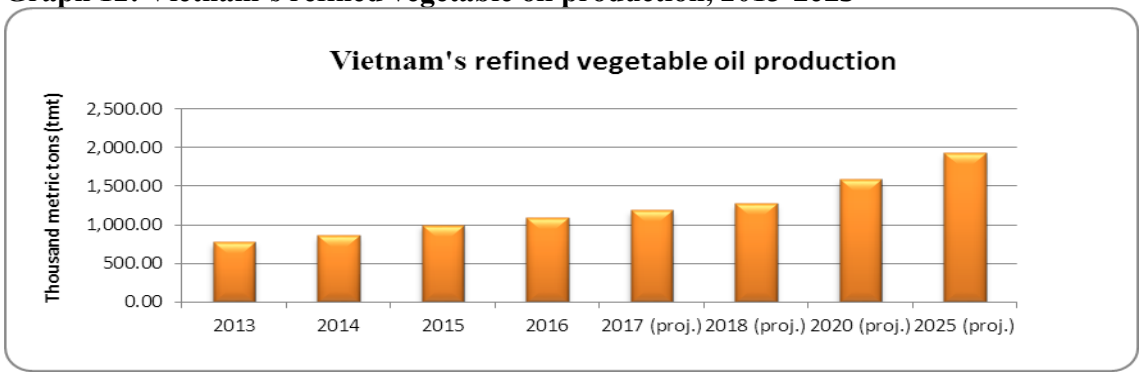
Finally, Nortalic, a new joint venture company between the Musim Mas Group (Singapore) and Vocarimex, started construction of a soybean oil processing plant in the central province of Thanh Hoa, with a total investment of US$71.5 million. This plant is aiming for an initial production capacity of 600 MT per day, with an eventual total capacity of 1,500 MT per day.

Table 49: Refined vegetable oil production

	2014	2015	2016 est.	2017* proj.	2018* proj.
Total refined vegetable oils production (MT)	862,883	966,105	1,092,090	1,186,250	1,275,900

*Source: GSO, *Post estimates*

Graph 12: Vietnam's refined vegetable oil production, 2013-2025



Source: GSO; MOIT, Local Producers' estimates, Post estimates

Crude vegetable oil production

Post's initial forecast of MY 2017/18 soy oil production is 216 TMT, an increase of 4.9 percent (See Table 50), based on increased crush. Post's MY 2016/17 crude soybean oil estimate is revised down to 206 TMT from its previous estimate of 228 TMT due to the decreased soybean crushing volume in the

facility in the North, however, this is still a 5.6 percent increase over the previous year, as total crush rebounds. In MY 2015/16, Vietnam produced an estimated 195 TMT of crude soy oil, a drop of 8.9 percent from the year before due to a smaller crush. There is no official data available for crude soy oil.

Table 50: Vietnam's local crude soy oil production

	2013	2014	2015	2016	2017*	2018*
Total local soy oil production (MT)	193,000	235,000	214,000	195,000	206,000	216,000

*Source: Local Producers, *Post estimates*
Note: Estimated extraction rate from soybean to soybean oil at 19 - 19.6 percent.

Crude Coconut Oil production

Vietnam's 2016 estimate crude coconut oil production was at 166 TMT with an estimated extraction rate from copra to coconut oil of 63 percent (see Table 51), according to local producers. There is no official data available for crude coconut oil production.

Table 51: Vietnam's crude coconut oil production

Unit: In TMT	2013	2014	2015	2016	2017 est.*	2018 est.*
Total estimated copra equivalent used for crushing	230	240	254	263	269	272
Crude coconut oil production	145	151	160	166	169	171

*Source: Local industry estimates, *Post estimates*
Note: Estimated extraction rate from copra to coconut oil is 63 percent.

Consumption:

Most vegetable oil products are used for both human consumption and the food processing industry. Crude vegetable oils are used for animal feed, industrial processing, and the cosmetics industry. A small amount of vegetable oil is also exported overseas.

Local producers estimated MY 2015/16 total vegetable oil consumption at 1,020 TMT, up about 12 percent over the previous year (Table 52). There is no official data available for vegetable oil consumption per capita. Post projects vegetable oil consumption to continue to expand as demand continues to grow, driven by a number of factors, including: overall economic growth, expansion of the food processing and animal feed industries, rising consumer incomes, and increased urbanization. Local industry sources estimated 2016 vegetable oil consumption per capita to be 10-11kg per person, below the world average of 13.5 kg per capita per year. GVN projects vegetable oil consumption per capita to increase to 16 kg per person per year by 2020, and 18.5 kg by 2025, however Post does not believe domestic consumption can reach these projected levels.

Table 52: Vietnam's domestic vegetable oil consumption

	Unit	2013	2014	2015	2016	*2020 proj.	*2025 proj.
Vietnam's population	million persons	90	91	92	93	97	102

Total domestic vegetable oil consumption	1,000 MT	780	870	910	1,020	1,600	1,890
Per capita vegetable oil consumption	Kg/person/year	8.7	9.6	9.9	11	16.2	18.5

*Source: GSO; MOIT; IPSI; Estimates from local producers and Post;*Based on MOIT and IPSI projections.*

Most imported soybean and palm oil is currently used for food; only a small volume of imported oil is used in the industrial and cosmetic manufacturing sectors and feed industry. Post estimates local consumption at 725 TMT for palm oil and 270 TMT for soybean oil in MY 2015/16. In MY 2016/17, Post forecasts local consumption of palm oil at 756 TMT and soy oil at 277 TMT.
Post estimates 2016 coconut oil consumption at 160 TMT, of which, 105 TMT is used for food processing industry and about 55 TMT is used for the industrial and cosmetic manufacturing sectors

Regarding other vegetable oil consumption in Vietnam, olive oil, which was imported mainly from Spain, was recognized as one of the best vegetable oils for consumption; however, consumption is limited to only one percent of total vegetable oil and fats consumption due to high prices.

Trade:

Imports of all type animal or vegetable oil and fats

Vietnam continues to import animal and vegetable oil and fats to meet growing demand in the country. Vietnam's total imports of total all-types of animal and vegetable oil and fats was 854 TMT in 2016 (as shown in Table 53).

Table 53: Vietnam's all type animal or vegetable oil and fat imports by sources

	2012	2013	2014	2015	2016
Exporting Countries	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Malaysia	480,117	512,317	664,900	615,269	606,547
Indonesia	154,376	114,886	118,758	170,757	*150,000
Argentina	19,530	24,620	59,544	79,099	36,000
Taiwan	1,096	1,246	1,321	17,160	10,254
China	6,021	3,504	3,042	5,022	9,536
Chile	6,311	5,680	6,124	8,869	9,300
South Korea	3,080	4,132	4,249	4,168	4,721
Thailand	14,863	31,316	5,663	887	4,542
United States	3,325	4,843	4,311	3,381	4,539
Ghana	0	0	1,902	158.5	2,733
Australia	2,682	2,949	4,117	3,278	1,650
India	2,567	3,961	6,342	4,219	1,606
Singapore	2,246	1,616	1,898	1,517	1,449
Russia	0	0.001	785	1,417.9	1,480
Ukraine	0.05	0	115.7	142.33	1,062
Japan	521	829	1,170	795	1,013
Spain	663	928	844	742	899
Italy	455	554	516	868	824
Belgium	269	373	211	242	818

Turkey	9.4	10.7	99.9	122	712
Germany	370	357	515	435	624
Ecuador	1,193	110	418	276	591
Norway	21	14.6	18	53	590
New Zealand	103	894	258.9	597.8	528
Philippines	475	131	2,183	214	515
Denmark	59	47	9	14	391
Canada	1,363	347	209	252	287
Netherlands	63	3	47	32	109
France	76	79	84	79	96
Brazil	13,006	5,353	479	8.5	76.3
Greece	45	68	52	45	55
Peru	892	291	47.5	7.6	45.6
Poland	0	0	1	0	20
Mexico	112	32	0	0	18.6
United Kingdom	100	261	1	2	18
Slovakia	0	0	0	0	17
Iceland	3.6	6.4	3.4	0	16
Hungary	0	0	0	14	14
Hong Kong	973	32.5	18.5	42	9.6
South Africa	10	0	0	0.001	0.069
Belarus	0	0	3	0	0.003
Mauritius	151	21.4	0	30.7	0
Morocco	0.3	2	155	0.4	0
Switzerland	0.63	0	0	3.8	0
Algeria	0.023	0	0	0.012	0
Iran	0	0	0	26.5	0
Sweden	253	25	8	0	0
Australia	0	2	2	1	0
Total Volume	**717,399**	**721,080**	**890,422**	**912,789**	**853,704**

*Source: GTA, *Post estimate.*
Note: all type animal or vegetable oil and fat products (HS code: 15)

Imports of vegetable oils (both crude and refined)

Vietnam's vegetable oil industry continues to import crude and refined oil to meet consumer demand. In MY 2015/16, Vietnam imported an estimated 808 TMT of crude and refined vegetable oils of all types, a drop of six percent from the previous year due to a decrease in refined palm oil imports from Malaysia (Table 54).

Palm oil continues to be a major imported vegetable oil in Vietnam. Total palm and palm kernel oil imports (both crude and refined oils) were 684 TMT in MY 2015/16, a drop of 4.5 percent from the previous year, but still accounted for almost 85 percent of total vegetable oil imports (Tables 55, 56).

In MY 2015/16, Vietnam's refined vegetable oil imports were estimated at 735 TMT, accounting for 91 percent of the total imported vegetable oils, of which 93 percent was refined palm oil (Table 54).

Total soy oil imports (both crude and refined) were 79 TMT in MY 2015/16, a decrease of 19.6 percent compared to the previous year due to smaller imports from Argentina. Soy oil accounts for about 9.7

percent of total vegetable oil imports. Post forecasts soy oil imports will increase in the future due to the operation of a number of soy-only oil refining plants.

Vietnam imported a small volume of coconut (copra) oil (1.4 TMT) and rapeseed (colza) oil (1.5 TMT) in MY2015/16.

Other vegetable oils, including peanut oil, olive oil, sunflower oil, cottonseed oil, linseed oil, corn oil, castor oil, and other vegetable oils imported in refined, consumer-ready packaging, were 43 TMT in MY 2015/16, an increase of 3.9 percent over the previous year. Other imported vegetable oils accounted for about 5.3 percent of total vegetable oil imports.

Post forecasts that total vegetable oil imports in MY 2016/17 will remain in the 870-880 TMT range.

Table 54: Total vegetable oil imports

Year	2012	2013	2014	2015	2016
Total vegetable oil imports (TMT)	731.60	718.99	837.36	859.89	808.13
Total crude vegetable oil	66.09	77.11	99.39	98.91	73.46
Total refined vegetable oil	665.51	641.88	737.97	760.98	734.67

Source: GTA

Table 55: Total vegetable oil* imports per commodity

Year	2012	2013	2014	2015	2016
Total vegetable oil imports (TMT)	731.60	718.99	837.36	859.89	808.13
Palm oil	602.87	583.06	697.72	715.72	683.87
Soy oil	52.54	79.52	81.64	97.78	78.61
Coconut oil	1.64	2.43	6.28	2.13	1.36
Rapeseed (Colza) oil	2.60	2.79	4.61	3.10	1.51
Other vegetable oils	71.9	51.2	47.06	41.18	42.78

*Source: GCO, GTA; *Note: Vegetable oils include all crude oils and refined oils*

Table 56: Vietnam's palm and palm kernel oil imports

	2012 Quantity (MT)	2013 Quantity (MT)	2014 Quantity (MT)	2015 Quantity (MT)	2016 Quantity (MT)
Total palm and palm kernel oil imports	**602,871**	**583,061**	**697,717**	**715,723**	**683,868**
Crude Palm oil and palm kernel oil (HS codes 151110; 151321)	13,565	9,954	14,239	2,402	9.14
Refined palm oil and palm kernel oil (HS codes 151190; 151329)	*589,306*	*573,107*	*683,477*	*713,321*	*683,859*

Source: GTA

Table 57: Vietnam's soy oil imports

	2012 Quantity (MT)	2013 Quantity (MT)	2014 Quantity (MT)	2015 Quantity (MT)	2016 Quantity (MT)
Total soy oil imports	**52,539**	**79,517**	**81,644**	**97,784**	**78,606**
Crude soy oil (HS code 150710)	48,984	63,282	77,436	92,435	71,493
Refined soy oil (HS code 150790)	*3,555*	*16,235*	*4,208*	*5,349*	*7,113*

Source: GTA

Table 58: Vietnam's coconut oil imports

	2012 Quantity (MT)	2013 Quantity (MT)	2014 Quantity (MT)	2015 Quantity (MT)	2016 Quantity (MT)
Total coconut oil imports	**1,635**	**2,430**	**6,281**	**2,126**	**1,362**
Crude Coconut Oil (HS code 151311)	100	0.01	2,000	19.78	0.17
Refined Coconut Oil (HS code 151319)	1,535	2,430	4,281	2,106	1,362

Source: GTA

Table 59: Vietnam's rapeseed oil imports

	2012 Quantity (MT)	2013 Quantity (MT)	2014 Quantity (MT)	2015 Quantity (MT)	2016 Quantity (MT)
Total rapeseed oil imports	**2,604.22**	**2,792.49**	**4,606.4**	**3,100.1**	**1,507.9**
Crude Rapeseed Or Colza Oil (HS code 151411)	660	1,232	2,520	1,602	0
Crude Rapeseed (Colza), Mustard Oil (HS code 151491)	1.02	1.19	1	0.1	193.8
Rapeseed Or Colza Oil (**HS code** 151419**)**	1,925	1,503	2,083	1,465	1,291
Rapeseed, Colza Or Mustard Oil (HS code 151499)	18.2	56.3	2.4	33	23.1

Source: GTA

Table 60: Vietnam's other vegetable oil imports

	2012 Quantity (MT)	2013 Quantity (MT)	2014 Quantity (MT)	2015 Quantity (MT)	2016 Quantity (MT)
Total other oil imports	**71,937**	**51,117**	**47,059**	**41,182**	**42,783**
Other Crude Vegetable Oil import	837	1,077	1,104	954	445
Other Refined Vegetable oil import	71,100	50,100	45,955	40,228	42,338

Source: GTA

Note:

-Other crude vegetable oils include Peanut oil (HS code 150810), Olive oil (HS code 150910), Sunflower oil (HS code 151211), Linseed oil (HS code 151511), Corn oil (HS code 151521), and Sesame oil (HS code 151550);*

- Other refined vegetable oils include refined peanut oil (HS code 150890); refined olive oil (HS code 150990; 151000); refined sunflower oil (HS code 151219); refined cottonseed oil (HS code 151229); refined linseed oil (HS code 151519); refined corn oil (HS code 151529);castor oil (HS code 151530); fixed vegetable oil (HS code 151590); other vegetable oil (HS code 151620);

Imports of crude vegetable oil

Vietnam's total crude vegetable oil imports in MY 2015/16 were about 73.5 TMT, a drop of 25.7 percent from the previous year (Tables 61). Post estimates crude oil imports in MY 2016/17 will decrease due to lower demand.

Table 61: Crude vegetable oil imports

Crude vegetable oil (MT)	2012	2013	2014	2015	2016
Total, of which	**66,090**	**77,106**	**99,386**	**98,912**	**73,455**
Crude Soy oil	48,984	63,282	77,436	92,435	71,493
Crude Palm oil	13,565	9,954	14,239	2,402	9.14
Crude Coconut (Copra) oil	100	0.01	2,000	20	0.17
Crude Rapeseed (Colza) oil	2,604	2,793	4,607	3,101	1,508
Other crude vegetable oils	837	1,077	1,104	954	445

Sources: GCO, GTA
Note: - Crude soybean oil (HS code 150710);
- Crude palm oil includes crude palm oil (HS code 151110) and palm kernel oil HS code (151321)
- Crude Coconut (copra) oil (HS code 151311)
- Crude Rapeseed (Colza) oils (HS code 151411; 151419; 151491; and 151499)
- Other crude vegetable oils include Peanut oil (HS code 150810), Olive oil (HS code 150910), Sunflower oil (HS code 151211), Linseed oil (HS code 151511), Corn oil (HS code 151521), and Sesame oil (HS code 151550);*

Table 62: Vietnam's crude soy oil imports by source

Exporting Countries	**2012**	**2013**	**2014**	**2015**	**2016**
	Quantity (MT)	Quantity (MT)	Quantity (MT)	Quantity (MT)	Quantity (MT)
Argentina	19,500	33,492	59,472	79,000	36,000
Malaysia	2,141	0	15,495	5,875	24,331
Taiwan	410	0	0	**0**	**8,657**
Thailand	12,997	24,010	2,000	7,558	2,502
South Korea	0	1.51	1.86	1	2
Brazil	13,000	5,775	461	0	0
United States	0	0	6.08	0	0
Others	**936**	**3**	**0**	**1**	**1**
Total Volume	**48,984**	**63,282**	**77,436**	**92,435**	**71,493**

Sources: Estimates from traders, Local Producers, GCO, GTA
Note: Crude soybean oil (HS code 150710)

Table 63: Vietnam's Crude Soy Oil Import Trade Matrix

Country	Vietnam		
Commodity	Crude Soy oil		
Time Period	Jan-Dec	**Units**:	MT
Imports for:	**2015**		**2016**
U.S.	0	U.S.	0
Others		**Others**	
Argentina	79,000	Argentina	36,000
Thailand	7,558	Malaysia	24,331
Malaysia	5,875	Taiwan	**8,657**
		Thailand	2,502
Total for Others	**92,433**		**71,490**
Others not Listed	2		3
Grand Total	**92,435**		**71,493**

*Source: GCO, GTA, Local Traders *Note: Crude Soy oil - HS code 150710*

Table 64: Vietnam's crude palm oil* imports by sources

Exporting Countries	**2012**	**2013**	**2014**	**2015**	**2016**
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Singapore	0	0	1	0	8
Malaysia	2,236	4,023	7,028	0	1.14
Indonesia	11,329	0	7,211	2,402	0
Thailand	0	5,930	0	0	0
Total Volume	**13,565**	**9,953**	**14,239**	**2,402**	**9.14**

Source: GCO, GTA.
*Note: *Crude palm oil includes crude palm oil (HS code 151110) and palm kernel oil HS code (151321)*

Table 65: Vietnam's Crude Palm Oil* Import Matrix

Country	Vietnam		
Commodity	Crude Palm oil		
Time Period	Jan-Dec	**Units:**	MT
Imports for:	**2015**		**2016**
U.S.	0	U.S.	0
Others		**Others**	
Indonesia	2,402	Singapore	8
		Malaysia	1.14
Total for Others	**2,402**		**9.14**
Others not Listed	**0**		**0**
Grand Total	**2,402**		**9.14**

Source: GTA
*Note: *Crude palm oil includes crude palm oil (HS code 151110) and palm kernel oil HS code (151321)*

Table 66: Vietnam's crude coconut oil imports by sources

Exporting Countries	**2012**	**2013**	**2014**	**2015**	**2016**
	Quantity (MT)	Quantity (MT)	Quantity (MT)	Quantity (MT)	Quantity (MT)
Taiwan	0	0.01	0	0	0.17
Malaysia	0	0	0	20	0
Philippines	0	0	2,000	0	0
United Kingdom	100	0	0	0	0
Total Volume	**100**	**0.01**	**2,000**	**20**	**0.17**

Source: GTA.
Note: Crude coconut (copra) oil (HS code 151311)

Table 67: Vietnam's Crude Coconut (Copra) Oil Import Matrix

Country	Vietnam		
Commodity	Crude Coconut Oil		
Time Period	Jan-Dec	**Units**:	MT
Imports for:	**2015**		**2016**
U.S.	0	U.S.	0
Others		**Others**	
Malaysia	20	Taiwan	0.17
Total for Others	**20**		**0.17**
Others not Listed	0		0
Grand Total	**20**		**0.17**

*Source: GTA; *Note: Crude coconut (copra) oil (HS code 151311)*

Table 68: Vietnam's crude rapeseed (colza) oil imports by sources

Exporting Countries	**2012**	**2013**	**2014**	**2015**	**2016**
	Quantity (MT)	Quantity (MT)	Quantity (MT)	Quantity (MT)	Quantity (MT)
Malaysia	1,056	1,391	1,789	1,207	1,015
United States	0	0	0	41	194
Canada	626	99	118	151	144
Japan	2	0	3	23	126
Singapore	8	1	1	0	20
Taiwan	18	15	1	0	0
Australia	894	1,287	2,685	1,674	0
Others	0	0	10	5	9
Total Volume	**2,604**	**2,793**	**4,607**	**3,101**	**1,508**

Source: GTA. Note: Crude Rapeseed (Colza) Oils (HS code 151410; 151411; 151419; 151491; and 151499)

Table 69: Vietnam's Crude Rapeseed (Colza) Oil Import Matrix

Country	Vietnam		
Commodity	**Crude rapeseed (colza) oil**		
Time Period	Jan-Dec	**Units**:	MT
Imports for:	**2015**		**2016**
U.S.	41	U.S.	194
Others		**Others**	
Australia	1,674	Malaysia	1,015
Malaysia	1,207	Canada	144
Canada	151	Japan	126
Total for Others	**3,032**		**1,285**
Others not Listed	28		29
Grand Total	**3,101**		**1,508**

Source: GTA;
Note: Crude Rapeseed (Colza) Oils (HS code 151410; 151411; 151419; 151491; and 151499)

Imports of refined vegetable oil

Vietnam's refined vegetable oil imports for MY 2015/16 were 735 TMT, a 3.5 percent drop from the previous year's level (761 TMT) (Table 71). This drop was due to a decrease in refined palm oil imports, (mainly from Malaysia) which account for around 93 percent of total imported refined vegetable oil. Other vegetable oils, which are mostly in consumer-ready packaging, accounted for 5.8 percent of total refined vegetable oil imports. Refined soybean oil accounted for one percent of total refined vegetable oil imports in MY 2015/16.

In MY 2016/17, Post forecasts refined oil imports at 800-820 TMT. Of this estimate, Post forecasts refined palm oil imports, soy oil, and other vegetable oil imports at 750 TMT, 10 TMT, and 45 TMT, respectively. Post's initial forecasts for MY 2017/18 are 760 TMT for refined palm oil imports and 12 TMT for soy oil imports.

Table 70: Refined vegetable oil imports 2012-2016

Refined vegetable oil imports (TMT)	2012	2013	2014	2015	2016
Total, of which	*665.51*	*641.88*	*737.97*	*760.98*	*734.63*
Refined palm oil	*589.31*	*573.11*	*683.48*	*713.32*	*683.86*
Refined Soy oil	*3.56*	*16.24*	*4.21*	*5.35*	*7.11*
Refined Coconut (Copra) oil	*1.54*	*2.43*	*4.28*	*2.11*	*1.36*
Other refined vegetable oils	*71.1*	*50.1*	*46*	*40.2*	*42.3*

Source: Local Traders, Local Producers, GCO, GTA
Note: - Refined soybean oil (HS code 150790)
- Refined palm oil includes refined palm oil (HS code 151190) and refined palm kernel oil (HS code 151329)
- Refined coconut (Copra) oil (HS code 151319)
- Refine rapeseed (colza) oil includes refined
- Other refined vegetable oils include refined peanut oil (HS code 150890); refined olive oil (HS code 150990; 151000); refined sunflower oil (HS code 151219); refined cottonseed oil (HS code 151229); refined linseed oil (HS code 151519); refined corn oil (HS code 151529);castor oil (HS code 151530); fixed vegetable oil (HS code 151590); other vegetable oil (HS code 151620);

Table 71: Vietnam's refined palm oil imports by sources 2012-2016

Exporting Countries	2012	2013	2014	2015	2016
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Malaysia	462,183	478,400	594,138	568,700	533,782
Indonesia	124,000	94,385	86,733	144,501	*150,000
United States	12	0	0	0	35
Thailand	165	n/a	2,512	21	18
South Korea	18	n/a	6	12	16
Singapore	783	294	87	86	8
Taiwan	68	0	0	0	0
Canada	41	0	0	0	0
Others	2,036	28	**1.4**	1	0
Total Volume	**589,306**	**573,107**	**683,477**	**713,321**	**683,859**

Sources: Estimates from traders, Local Producers, GCO, GTA; *Post estimate
Note: Refined coconut (copra) oil includes refine palm oil (HS code 151190) and refined palm kernel oil (HS code 151329)

Table 72: Vietnam's refined soy oil imports by sources 2012-2016

Exporting Countries	2012	2013	2014	2015	2016
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Malaysia	3,128	15,237	3,803	2,249	5,883
Thailand	165	77	14.2	518	1,008
Singapore	114	66	323	360	120
South Korea	18	222	18.4	32	55
Taiwan	68	51	38.2	189	47
China	n/a	n/a	n/a	1,998	0
Japan	4	3	6.5	3.2	0
Hong Kong	n/a	560	n/a	0	0
Canada	41	13	n/a	0	0
United States	12	n/a	n/a	0	0
Others	**5**	**6**	**5**	**0**	**0**
Total Volume	**3,555**	**16,235**	**4,208**	**5,349**	**7,113**

Sources: Estimates from traders, Local Producers, GCO, GTA
Note: Refined soybe

an oil (HS code 150790)

Table 73: Vietnam's Refined Soy Oil Import Trade Matrix

Country	Vietnam		
Commodity	Refined Soy oil		
Time Period	Jan-Dec	**Units:**	MT
Imports for:	**2015**		**2016**
U.S.	0	U.S.	0
Others		**Others**	
Malaysia	2,249	Malaysia	5,883
China	1,998	Thailand	1,008
Thailand	518	Singapore	120
Singapore	360	South Korea	55
Taiwan	189	Taiwan	47
Total for Others	**5,314**		**7,113**
Others not Listed	35		0
Grand Total	**5,349**		**7,113**

*Source: GCO, GTA, Local Traders *Note: Refined soy oil HS code 150790*

Table 74: Vietnam's refined coconut (copra) oil imports by sources 2012-2016

Exporting Countries	2012	2013	2014	2015	2016
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Malaysia	1,023	1,804	1,240	1,057	1,029
United States	267	602	694	321	317
Philippines	0	3.3	106	0	16
Indonesia	243	20	309	551	0
Ghana	0	0	1,902	156	0
Singapore	0	0	30	20	0
Taiwan	2	0.2	0	0	0
Others				1	0
Total	**1,535**	**2,430**	**4,281**	**2,106**	**1,362**

Sources: GTA; *Note: Refined Coconut (Copra) Oil (HS code 151319)*

Table 75: Vietnam's Refined Coconut (Copra) Oil Import Matrix

Country	Vietnam		
Commodity	Refined Coconut Oil		
Time Period	Jan-Dec	**Units**:	MT
Imports for:	**2015**		**2016**
U.S.	321	U.S.	317
Others		**Others**	
Malaysia	1,057	Malaysia	1,029
Indonesia	551	Philippines	16
Ghana	156		
Total for Others	**1,764**		**1,362**
Others not Listed	21		0
Grand Total	**2,106**		**1,362**

Sources: GTA; *Note: Refined Coconut (Copra) Oil (HS code 151319)*

Policy

Import Tariff

According to Decree 122/2016/ND-BTC dated September 1, 2016, the 2017 tax rates for major crude and refined vegetable oils imported from countries having MFN status with Vietnam are shown in the table below.

Table 76: Vegetable Oils Import tariffs for MFN countries

Import tariffs	**Crude Oil**	**Refined Oil**
Soybean oil (HS code 1507)	5%	15%
Peanut oil (HS code1508)	5%	25%
Olive oil (HS code 1509)	5%	20%
Other oils, obtained solely from olives (HS code 1510)	5%	25%
Palm oil (HS code 1511.10 and 1511.90)	5%-7%	30%
Sunflower-seed oil, safflower oil (HS code 1512)	5%	15%
Cotton-seed oil (HS code 1512.21 and 1512.29)	5%	25%
Copra oil (HS code 1513.11 and 1513.19.10, and 1513.19.90)	5%	30%
Palm kernel oil or babassu oil (HS code 1513.21 and 1513.29)	7%-5%	25% or 35%
Rapeseed oil (HS code 1514.11; 1514.19; 1514.91 and 1514.99)	5%	20%
Linseed oil and its fractions (HS code 1515.11 and 1515.19)	5%	15%
Maize (corn seed) oil and its fractions (HS code 1515.21; 1515.29.91 and 1515.29.99)	5%	20% or 30%
Castor oil and its fractions (HS code 1515.30.10 and 1515.30.90)	7%	15%
Sesame oil and its fractions of unrefined oil (HS code 1515.50.10; 1515.50.20; 1515.50.90)	7%; or 5%	25%
Tengkawang oil (HS code 1515.90.11; 1515.90.12; and 1515.90.19)	5%	25%
Tung oil (HS code 1515.90.21; 1515.90.22 and 1515.90.29)	5%	10%
Jojoba oil (HS code 1515.90.31; 1515.90.32 and 1515.90.39)	5%	25%
Animal fats and oils and their fractions (HS code 1516.10)	22%	
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of soybean) (HS code 1516.20.11)	20%	

Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of the fruit of the oil palm, crude or other than crude (HS code 1516.20.12; 1516.20.13)	25%	30%
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of coconuts) (HS code 1516.20.14)	30%	
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of palm kernels, crude - HS code 1516.20.15)	25%	
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of palm kernels, refined, bleached and deodorized RBD - HS code 1516.20.16)	30%	
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of ground nuts) (HS code 1516.20.17)	25%	
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of linseeds) (HS code 1516.20.18)	25%	
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of others) (HS code 1516.20.19)	25%	
Vegetable fats and oils and their fractions: Hydrogenated fats in flakes (of groundnuts, soybeans, fruit of the oil palm, palm kernels or coconuts) (HS code 1516.20.21)	30%	
Vegetable fats and oils and their fractions: Hydrogenated fats in flakes (of linseeds) (HS code 1516.20.22)	25%	
Vegetable fats and oils and their fractions: Hydrogenated fats in flakes (of olives) (HS code 1516.20.23)	25%	
Vegetable fats and oils and their fractions: Hydrogenated fats in flakes (of others) (HS code 1516.20.29)	30%	
Other, palm stearin, with an iodine value not exceeding 48 (HS code 1516.20.51; 1516.20.52; 1516.20.59)	25%	
Vegetable fats and oils and their fractions (others: of linseed -HS code 1516.20.92); (of olives – HS code 1516.20.93), (of soybeans – HS code 1516.20.94)	25%	
Vegetable fats and oils and their fractions (Hydrogenated castor oil - HS code 1516.20.95)	30%	
Vegetable fats and oils and their fractions (Refined, bleached and deodorized (RBD) palm kernel stearin only - HS code 1516.20.96)	25%	
Vegetable fats and oils and their fractions (Hydrogenated and refined, bleached, deodorized (RBD) palm kernel stearin or olein -HS code 1516.20.97); (Other, of groundnuts, palm oil or coconuts – HS code 1516.20.98), (Others – HS code 1516.20.99)	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Margarine, excluding liquid margarine (HS code 1517.10.00)	25%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Imitation ghee (HS code 1517.90.10); of a kind used as mould release preparations (HS code 1517.90.30)	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Shortening: Imitation lard; shortening: (HS code 1517.90.43); Imitation lard (HS code 1517.90.44)	25%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Solid mixtures or preparations (HS code 1517.90.50);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which ground-nut oil predominates (HS code 1517.90.61);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which crude palm oil predominates (HS code 1517.90.62);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which other palm oil predominates, in packing of a net weight of less than 20 kg (HS code 1517.90.63); In which other palm oil predominates, in packing of a net weight of 20 kg or more (HS code 1517.90.64);	30%	

Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which palm kernel oil predominates (HS code 1517.90.65); In which palm kernel olein predominates (HS code 1517.90.66);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which soya-bean oil predominates (HS code 1517.90.67);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which illipe nut oil predominates (HS code 1517.90.68);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other; Other (HS code 1517.90.69 and HS code 1517.90.90)	30%	
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Animal fats and oils (HS code 1518.00.12).	5%	
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Ground nut, soya bean, palm or coconut oils (HS code 1518.00.14).	5%	
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Linseeds oil and its fractions (HS code 1518.00.15).	5%	
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Olive oil and its fractions (HS code 1518.00.16).	5%	
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Other (HS code 1518.00.19).	5%	
Inedible mixtures or preparations of animal fats or oils or of fractions of different fats or oils (HS code 1518.00.20).	5%	
Inedible mixtures or preparations of animal fats or oils or of fractions of different fats or oils: Of the fruit of the oil palm or of palm kernels (HS code 1518.00.31); Of Linseeds (HS code 1518.00.33); Of olives (HS code 1518.00.34); Of ground nuts (HS code 1518.00.35); Of soybeans or coconuts (HS code 1518.00.36);Of cotton seeds (HS code 1518.00.37); Other (HS code 1518.00.39)	5%	
Inedible mixtures or preparations of animal fats or oils or of fractions thereof and vegetable fats or oils or fractions thereof (HS code 1518.00.60).	5%	
Vegetable fats and oils and their fractions (Refined, bleached and deodorized (RBD) palm kernel stearin only - HS code 1516.20.96)	25%	
Vegetable fats and oils and their fractions (Hydrogenated and refined, bleached, deodorized (RBD) palm kernel stearin or olein -HS code 1516.20.97); (Other, of groundnuts, palm oil or coconuts – HS code 1516.20.98), (Others – HS code 1516.20.99)	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Margarine, excluding liquid margarine (HS code 1517.10.00)	25%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Imitation ghee (HS code 1517.90.10); of a kind used as mould release preparations (HS code 1517.90.30)	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Shortening: Imitation lard; shortening: (HS code 1517.90.43); Imitation lard (HS code 1517.90.44)	25%	

Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Solid mixtures or preparations (HS code 1517.90.50);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which ground-nut oil predominates (HS code 1517.90.61);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which crude palm oil predominates (HS code 1517.90.62);	30%	
Vegetable fats and oils and their fractions (Refined, bleached and deodorized (RBD) palm kernel stearin only - HS code 1516.20.96)	25%	
Vegetable fats and oils and their fractions (Hydrogenated and refined, bleached, deodorized (RBD) palm kernel stearin or olein -HS code 1516.20.97); (Other, of groundnuts, palm oil or coconuts – HS code 1516.20.98), (Others – HS code 1516.20.99)	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Margarine, excluding liquid margarine (HS code 1517.10.00)	25%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Imitation ghee (HS code 1517.90.10); of a kind used as mould release preparations (HS code 1517.90.30)	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Shortening: Imitation lard; shortening: (HS code 1517.90.43); Imitation lard (HS code 1517.90.44)	25%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Solid mixtures or preparations (HS code 1517.90.50);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which ground-nut oil predominates (HS code 1517.90.61);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which crude palm oil predominates (HS code 1517.90.62);	30%	
Vegetable fats and oils and their fractions (Refined, bleached and deodorized (RBD) palm kernel stearin only - HS code 1516.20.96)	25%	
Vegetable fats and oils and their fractions (Refined, bleached and deodorized (RBD) palm kernel stearin only - HS code 1516.20.96)	25%	
Vegetable fats and oils and their fractions (Hydrogenated and refined, bleached, deodorized (RBD) palm kernel stearin or olein -HS code 1516.20.97); (Other, of groundnuts, palm oil or coconuts – HS code 1516.20.98), (Others – HS code 1516.20.99)	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Margarine, excluding liquid margarine (HS code 1517.10.00)	25%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Imitation ghee (HS code 1517.90.10); of a kind used as mould release preparations (HS code 1517.90.30)	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Shortening: Imitation lard; shortening: (HS code 1517.90.43); Imitation lard (HS code 1517.90.44)	25%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or	30%	

oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Solid mixtures or preparations (HS code 1517.90.50);		
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which ground-nut oil predominates (HS code 1517.90.61);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which crude palm oil predominates (HS code 1517.90.62);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which other palm oil predominates, in packing of a net weight of less than 20 kg (HS code 1517.90.63); In which other palm oil predominates, in packing of a net weight of 20 kg or more (HS code 1517.90.64);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which palm kernel oil predominates (HS code 1517.90.65); In which palm kernel olein predominates (HS code 1517.90.66);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which soya-bean oil predominates (HS code 1517.90.67);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which illipe nut oil predominates (HS code 1517.90.68);	30%	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other; Other (HS code 1517.90.69 and HS code 1517.90.90)	30%	
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Animal fats and oils (HS code 1518.00.12).	5%	
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Ground nut, soya bean, palm or coconut oils (HS code 1518.00.14).	5%	
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Linseeds oil and its fractions (HS code 1518.00.15).	5%	
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Olive oil and its fractions (HS code 1518.00.16).	5%	
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Other (HS code 1518.00.19).	5%	
Inedible mixtures or preparations of animal fats or oils or of fractions of different fats or oils (HS code 1518.00.20).	5%	
Inedible mixtures or preparations of animal fats or oils or of fractions of different fats or oils: Of the fruit of the oil palm or of palm kernels (HS code 1518.00.31); Of Linseeds (HS code 1518.00.33); Of olives (HS code 1518.00.34); Of ground nuts (HS code 1518.00.35); Of soybeans or coconuts (HS code 1518.00.36);Of cotton seeds (HS code 1518.00.37); Other (HS code 1518.00.39)	5%	
Inedible mixtures or preparations of animal fats or oils or of fractions thereof and vegetable fats or oils or	5%	

fractions thereof (HS code 1518.00.60).	

Source: Ministry of Finance

The most updated tariff rates for other trade agreements are listed in Table 77.
For countries with trade agreements with Vietnam, 2017 tariffs dropped from 2016 as follows (please refer to page 7 for trade agreement definitions):

For soy oil (HS code 1507):
- from two percent to one percent under the VJEPA;
- It enjoys a tariff-free status under the VN-EAEU FTA;

For peanut oil (HS code 1508):
- from two percent to one percent under the VJEPA;
- It enjoys a tariff-free status under the VN-EAEU FTA;
- from five percent to four percent under the AIFTA for crude peanut oil (HS 1508.10.00);
- from five percent to zero percent under the ATIGA for refined peanut oil (HS code 1508.90.90);
- from seven percent to five percent under the AANZFTA for refined peanut oil (HS code 1508.90.90);
- from 12.5 percent to 10 percent under the AIFTA for refined peanut oil (HS code 1508.90.90);
- from 22 percent to 19 percent under the VCFTA for refined peanut oil (HS code 1508.90.90);
- from 15 percent to 13 percent under the AJCEP for refined peanut oil (HS code 1508.90.90);
- from 17 percent to 15 percent under the VJEPA for refined peanut oil (HS code 1508.90.90);

For olive oil (HS code 1509):
- from two percent to one percent under the VJEPA;
- It enjoys a tariff-free status under the VN-EAEU FTA for olive oil products (HS code 1509.10.10 and 1509.10.90 and 1509.90.11);
- from seven percent to five percent under the AANZFTA for olive oil products (HS code 1509.90.91 and 1509.90.99);
- from 12.5 percent to 10 percent under the AIFTA for olive oil products (HS code 1509.90.91 and 1509.90.99);
- from 19 percent to 17 percent under the VCFTA for olive oil products (HS code 1509.90.91 and 1509.90.99);
- from 15 percent to 13 percent under the AJCEP for olive oil products (HS code 1509.90.91 and 1509.90.99);
- from 17 percent to 15 percent under the VJEPA for olive oil products (HS code 1509.90.91 and 1509.90.99);

For other olive oil products (HS code 1510):
- from two percent to one percent under the VJEPA for other olive oil products (HS code 1510.00.10 and 1510.00.20);
- from seven percent to five percent under the AANZFTA for other olive oil product (HS code 1510.00.90);
- from 12.5 percent to 10 percent under the AIFTA for other olive oil product (HS code 1510.00.90);
- from 22 percent to 19 percent under the VCFTA for other olive oil product (HS code 1510.00.90);
- from 15 percent to 13 percent under the AJCEP for other olive oil product (HS code 1510.00.90);

- from 11 percent to eight percent under the VJEPA for other olive oil product (HS code 1510.00.90);

For palm oil products (HS code 1511):
- from two percent to one percent under the VJEPA for crude palm oil products (HS code 1511.10.00);
- from 11 percent to eight percent under the VJEPA for palm oil products (HS code 1511.90.11; 1511.90.19; 1511.90.91; 1511.90.92; and 1511.90.99);
- from 15 percent to 13 percent under the AJCEP for palm oil products (HS code 1511.90.11; 1511.90.19; 1511.90.91; 1511.90.92; and 1511.90.99);
- from 12.5 percent to 10 percent under the AIFTA for palm oil products (HS code 1511.90.11; 1511.90.19; 1511.90.91; 1511.90.92; and 1511.90.99);
- from seven percent to five percent under the AANZFTA for palm oil products (HS code 1511.90.11; 1511.90.19; 1511.90.91; 1511.90.92; and 1511.90.99);
- It enjoys a tariff-free status under the VN-EAEU FTA for palm oil products (HS code 1511.10.00 and 1511.90.11 and 1511.90.19);

For sunflower seed oil and cotton seed oil products (HS code 1512):
- from two percent to one percent under the VJEPA for sunflower seed oil products (HS code 1512.11.00; and 1512.19.10); and cotton seed oil product (HS code 1512.21.00; and 1512.29.10);
- from 17 percent to 15 percent under the VJEPA for sunflower seed oil product (HS code 1512.19.90);
- from 15 percent to 13 percent under the AJCEP for sunflower seed oil product (HS code 1512.19.90) and cotton seed oil product (HS code 1512.29.90);
- from 15 percent to 13 percent under the VCFTA for sunflower seed oil product (HS code 1512.19.90);
- from 12.5 percent to 10 percent under the AIFTA for sunflower seed oil product (HS code 1512.19.90) and cotton seed oil product (HS code 1512.29.90);
- from seven percent to five percent under the AANZFTA for sunflower seed oil product (HS code 1512.19.90) and cotton seed oil product (HS code 1512.29.90);
- from five percent to four percent under the AIFTA for cotton seed oil products (HS code 1512.21.00; and 1512.29.10);
- from 25 percent to 22 percent under the VCFTA for cotton seed oil product (HS code 1512.29.90);
- from 17 percent to 15 percent under the VJEPA for sunflower seed oil products (HS code 1512.11.00; and 1512.19.10); and cotton seed oil product (HS code 1512.21.00; and 1512.29.10);
- It enjoys a tariff-free status under the VN-EAEU FTA for cotton seed oil product (HS code 1512.29.90);

For coconut, palm kernel or babassu oil products (HS code 1513):
- from two percent to one percent under the VJEPA for coconut oil products (HS code 1513.11.00 and 1513.19.10); palm kernel oil products (HS code 1513.21.10; 1513.21.90; 1513.29.11; 1513.29.13); babasu oil products (HS code 1513.29.12; and 1513.29.14);
- from five percent to four percent under the AIFTA for coconut oil product (HS code 1513.11.00); and palm kernel oil products (HS code 1513.21.10 and 1513.21.90);
- from seven percent to five percent under the AANZFTA for coconut oil product (HS code 1513.19.90); palm kernel oil products (HS code 1513.29.91; 1513.29.94; 1513.29.95; 1513.29.96); and babasu oil products (HS code 1513.29.92; and 1513.29.97);

- from 12.5 percent to 10 percent under the AIFTA for coconut oil product (HS code 1513.19.90); palm kernel oil products (HS code 1513.29.91; 1513.29.94; 1513.29.95; 1513.29.96); and babasu oil products (HS code 1513.29.92; and 1513.29.97);
- from 22 percent to 19 percent under the VCFTA for coconut oil product (HS code 1513.19.90);
- from 15 percent to 13 percent under the AJCEP for coconut oil product (HS code 1513.19.90); palm kernel oil products (HS code 1513.29.91; 1513.29.94; 1513.29.95; 1513.29.96); and babasu oil products (HS code 1513.29.92; and 1513.29.97);
- from 11 percent to eight percent under the VJEPA for coconut oil product (HS code 1513.19.90); palm kernel oil products (HS code 1513.29.91; 1513.29.94; 1513.29.95; 1513.29.96); and babasu oil products (HS code 1513.29.92; and 1513.29.97);
- It enjoys a tariff-free status under the VN-EAEU FTA for palm kernel oil products (HS code 1513.21.10 and 1513.21.90; 1513.29.10; 1513.29.11; 1513.29.13 and 1513.29.90); babasu oil products (HS code 1513.29.12; and 1513.29.14);

- from 27 percent to 24 percent under the VCFTA for palm kernel oil products (HS code 1513.29.91; 1513.29.94; 1513.29.95; 1513.29.96); and babasu oil products (HS code 1513.29.92; and 1513.29.97);

For rapeseed (colza) oil products (HS code 1514):

- from two percent to one percent under the VJEPA for rape or colza oil products (HS code 1514.11.00; 1514.19.10; and 1414.19.90; 1514.91.10; 1514.91.90; and 1514.99.10)
- It enjoys a tariff-free status under the VN-EAEU FTA for rape or colza oil products (HS code 1514.11.00; 1514.19.10; and 1514.19.90; 1514.91.10; 1514.91.90)
- from seven percent to five percent under the AANZFTA for rape or colza oil products (HS code 1514.99.91; 1514.99.99);
- from 12.5 percent to 10 percent under the AIFTA for rape or colza oil products (HS code 1514.99.91; 1514.99.99);
- from 19 percent to 17 percent under the VCFTA for rape or colza oil products (HS code 1514.99.91; 1514.99.99);
- from 15 percent to 13 percent under the AJCEP for rape or colza oil products (HS code 1514.99.91; 1514.99.99);

Table 77: Major Vegetable Oils Import tariffs

HS code	Description	Import tariffs (%)										
		MFN	ATIGA	ACFTA	AKFTA	VKFTA	VJEPA	AJCEP	AIFTA	AANZFTA	VCFTA	VN-EAEU
1507	**Soya bean oil and its fractions, whether or not refined, but not chemically modified**											
1507.10.00	- Crude oil, whether or not degummed	5	0	0	0	0	1	5	2	0	3	0
1507.90	- Other											
1507.90.10	-- Fractions of unrefined soya bean oil	5	0	0	0	0	1	5	3	0	3	0
1507.90.90	-- Others											
1508	**Peanut oil and its fractions, whether or not refined, but not chemically modified**											
1508.10.00	-Crude oil	5	0	0	0	0	1	5	4	0	3	0
1508.90	- Others											
1508.90.10	--Fractions of unrefined ground nut oil	5	0	0	0	0	1	5	7.5	0	3	0
1508.90.90	--Others	25	0	0	0	0	15	13	10	5	19	18.2
1509	**Olive oil and its fractions, whether or not refined, but not chemically modified**											
1509.10	-Virgin											
1509.10.10	--in package of net weight not over 30 kg	5	0	0	0	0	1	5	2	0	3	0
1509.10.90	--Others	5	0	0	0	0	1	5	2	0	3	0
1509.90	- Others											
1509.90.11	-- in package of net weight not over 30 kg	5	0	0	0	0	1	5	7.5	0	3	0
1509.90.19	--Fractions of unrefined oil	5	0	0	0	0	1	5	7.5	0	3	2.5
1509.90.91	---Others in packing of net weight not exceeding 30 kg	20	0	0	0	0	15	13	10	5	17	10
1509.90.99	---Other	20	0	0	0	0	15	13	10	5	17	10
1510	**Other oils and their fractions, obtained solely from olives, whether or not refined, but not chemically modified, including blends of these oils or fractions with oils or fractions of heading 1509**											
1510.00.10	-Crude oil	5	0	0	0	0	1	5	2	0	3	0
1510.00.20	-Fractions of unrefined oil	5	0	0	0	0	1	5	7.5	0	3	0
1510.00.90	-Other	25	0	0	0	0	8	13	10	5	19	18.2
1511	**Palm oil and their fractions, whether or not refined, but not chemically modified**											
1511.10.00	-Crude oil	5	0	0	0	0	1	5	2	0	3	0
1511.90	-Other											
1511.90.11	--solid fractions	7	0	0	0	0	8	13	10	5	3	0
1511.90.19	--others	7	0	0	0	0	8	13	10	5	3	0

1511.90.91	---solid fractions	30	0	0	0	0	8	13	10	5	19	18.2
1511.90.92	---Other, in packing of a net weight not exceeding 20kg	30	0	0	0	0	8	13	10	5	19	18.2
1511.90.99	---Others	30	0	0	0	0	8	13	10	5	19	18.2
1512	**Sunflower-seed, safflower or cotton seed oil and fractions thereof, whether or not refined, but not chemically modified**											
	-Sunflower-seed or safflower oil and fraction thereof											
1512.11.00	--Crude oil	5	0	0	0	0	1	5	2	0	3	0
1512.19	--Other											
1512.19.10	---Fractions of unrefined sunflower-seed oil or safflower oil	5	0	0	0	0	1	5	7.5	0	3	0
1512.19.90	---Other	15	0	0	0	0	15	13	10	5	13	7.5
	-Cotton-seed oil and its fractions											
1512.21.00	-- Crude oil, whether or not gossypol has been removed	5	0	0	0	0	1	5	4	0	3	0
1512.29	--Other											
1512.29.10	---Fractions of unrefined cotton-seed oil	5	0	0	0	0	1	5	4	5	3	0
1512.29.90	---Other	25	0	0	0	0	15	13	10	5	22	18.2
15.13	**Coconut (copra), palm kernel or babassu oil and fractions thereof, whether or not refined, but not chemically modified**											
	-Coconut (copra) oil and its fractions:											
1513.11.00	--Crude oil	5	0	0	0	0	1	5	4	0	3	1.3
1513.19	--Other											
1513.19.10	---Fractions of unrefined coconut oil	5	0	0	0	0	1	5	7.5	0	3	1.3
1513.19.90	---Other	30	0	0	0	0	8	13	10	5	19	18.2
	-Palm kernel or babasu oil and fraction thereof											
1513.21	-- Crude oil											
1513.21.10	---Palm Kernel oil	7	0	0	0	0	1	5	4	0	3	0
1513.21.90	---Other	7	0	0	0	0	1	5	4	0	3	0
1513.29	--Other											
	---Fractions of unrefined palm kernel oil or of unrefined palm kernel oil											
1513.29.11	----Solid fractions of unrefined palm kernel oil	5	0	0	0	0	1	5	7.5	0	3	0
1513.29.12	----Solid fractions of unrefined babasu oil	5	0	0	0	0	1	5	7.5	0	3	0
1513.29.13	----Other, of unrefined palm kernel oil	5	0	0	0	0	1	5	7.5	0	3	0
1513.29.14	----Other, of unrefined babasu oil	5	0	0	0	0	1	5	7.5	0	3	0
	---Other:											
1513.29.91	---- Solid fractions of palm kernel oil	25	0	0	0	0	8	13	10	5	24	18.2
1513.29.92	----Solid fractions of babasu oil	25	0	0	0	0	8	13	10	5	24	18.2

1513.29.94	----Palm kernel olein, refined, bleached and deodorized (RBD)	25	0	0	0	0	8	13	10	5	24	18.2
1513.29.95	----Palm Kernel Oil, RBD	35	0	0	0	0	8	13	10	5	24	18.2
1513.29.96	----Other, palm kernel oil	25	0	0	0	0	8	13	10	5	24	18.2
1513.29.97	----Other, babasu oil	25	0	0	0	0	8	13	10	5	24	18.2
15.14	**Rape, Colza or mustard oil and fractions thereof, whether or not refined, but not chemically modified**											
	-Low erucic acid rape or colza oil and its fractions											
1514.11.00	-Crude oil	5	0	0	0	0	1	5	2	0	3	0
1514.19	--Other											
1514.19.10	---Fractions of unrefined oil	5	0	0	0	0	1	5	2	0	3	0
1514.19.90	---Other	5	0	0	0	0	1	5	2	5	5	0
1514.91	--Crude oil											
1514.91.10	---Other rape or colza oil	5	0	0	0	0	1	5	7.5	0	3	0
1514.91.90	---Other	5	0	0	0	0	1	5	7.5	0	3	0
1514.99	--Other											
1514.99.10	---Fractions of unrefined oil	5	0	0	0	0	1	5	7.5	0	3	0
1514.99.91	----Other rape or colza oil	20	0	0	0	0	15	13	10	5	17	10
1514.99.99	----Other	20	0	0	0	0	15	13	10	5	17	10
1515	**Other fixed vegetable fats and oils (including jojoba oil) and their fractions, whether or not refined, but not chemically modified**											
	-Linseed oil and its fractions											
1515.11.00	--Crude oil	5	0	0	0	0	1	5	4	0	3	1.3
1515.19.00	--Other	15	0	0	0	0	3	2	7.5	5	6	2.5
	-Maize (corn) oil and its fractions:											
1515.21.00	--Crude oil	5	0	0	0	0	1	5	4	0	3	0
1515.29	--Other											
	---Fractions of unrefined oil											
1515.29.11	----Solid fractions	5	0	0	0	0	1	5	4	0	3	0
1515.29.19	----Other	5	0	0	0	0	1	5	4	0	3	0
	---Other											
1515.29.91	----Solid fractions	20	0	0	0	0	20	18	15	5	13	10
1515.29.99	----Other	30	0	0	0	0	20	18	15	5	13	10
1515.30	-Castor oil and its fractions											
1515.30.10	--Crude oil	7	0	0	0	0	1	5	4	0	3	0
1515.30.90	--Other	15	0	0	0	0	3	2	7.5	0	6	2.5
1515.50	-Sesame oil and its fractions											
1515.50.10	--Crude oil	7	0	0	0	0	1	5	7	0	3	0
1515.50.20	--Fractions of unrefined oil	5	0	0	0	0	1	5	7	0	3	0
1515.50.90	--Other	25	0	0	0	0	25	22	22.5	5	6	18.2
1516	**Animal or vegetable fats and oils and their fractions, partly or wholly hydrogenated, inter-esterified, re-esterified or elaidinised, whether or not refined, but not further prepared**											
1516.10	-Animal fats and oils and their fractions:											
1516.10.10	--In packings of a net weight of 10kg or more	22	0	0	0	0	15	13	10	5	17	16
1516.10.90	--Other	22	0	0	0	0	15	13	10	5	17	16
1516.20	-Vegetable fats and oils and their fractions:											
	--Re-esterified fats and oils and their fractions											
1516.20.11	---Of soya-beans	20	0	0	0	0	15	13	10	5	17	10

1516.20.12	---Of the fruit of the oil palm, crude	25	0	0	0	0	15	13	10	5	19	18.2
1516.20.13	---Of the fruit of the oil palm, other than crude	30	0	0	0	0	15	13	10	5	19	18.2
1516.20.14	---Of coconuts	30	0	0	0	0	15	13	10	5	19	18.2
1516.20.15	---Of palm kernels, crude	25	0	0	0	0	15	13	10	5	19	18.2
1516.20.16	---Of palm kernels, refined, bleached and deodorized (RBD)	30	0	0	0	0	15	13	10	5	19	18.2
1516.20.17	---Of ground nuts	25	0	0	0	0	15	13	10	5	19	18.2
1516.20.18	---Of linseed	25	0	0	0	0	15	13	10	5	19	18.2
1516.20.19	---Other	25	0	0	0	0	15	13	10	5	19	18.2

Source: Ministry of Finance

Policy

Vietnam's vegetable oil industry no longer receives protection from GVN as the official safeguard measures expired

The GVN's official safeguard measures for imported refined soy and palm oil products are set to expire on May 8, 2017. This change ends GVN protection for Vietnam's edible oil industry and allowing for more competition with foreign brands. Originally, the safeguard measures increased the import tariff on refined soy and palm oil products, aiming to help domestic refiners. These official safeguard measures have been applied on imported refined soy and palm oil products, under the following HS codes: 1507.90.90; 1511.90.91; 1511.90.92; and 1511.90.99, to ASEAN refined palm oil exporters (Malaysia and Indonesia) and Argentine, U.S., and Brazilian refined soybean oil.

Vietnam's import tariffs for ASEAN imports went into effect for the period 2016-2018

Decree No. 129/2016/ND-CP issued on September 1, 2016 and taking effect the same day, states that the tariff is to be applied to goods directly transported from exporting countries into Vietnam. The exporter must be an ATIGA member, which includes Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, and Thailand. Goods must also meet origin regulations, as stated in the agreement, and exporters must have certificates of origin. Accordingly, vegetable oils imported from a number of ASEAN countries have started enjoying a zero percent import tariff since September 1, 2016.

Exports

Currently, there is no official export volume data available for vegetable oils. According to trade data from Global Trade Atlas, Vietnam's exports of all types of animal or vegetable oils and fats reached an estimated 111 TMT in MY 2015/16, a drop of 40 percent from the previous year (184 TMT) due to a significant decline of demand from South Korea and Japan. Post also notes a significant drop in exports of soy oil in 2016, also due to a decline in South Korean demand. Of the total MY 2015/16 Vietnamese vegetable and animal oil and fat exports, crude and refined soy oil accounted for 14.9 percent (16.5 TMT); palm oil, copra oil and rapeseed oil accounted for 11.1 percent (12.4 TMT); and other vegetable oils and fats for 74 percent. Post's initial estimates for both MY 2016/17 and MY2017/18 soy oil exports are in the range of 20-22 TMT.

Table 78: Vietnam's all type animal or vegetable oil and fat exports by countries

	2012	2013	2014	2015	2016
Importing Countries	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Singapore	20,196	24,698	19,224	24,972	44,789
South Korea	47,932	19,444	74,456	69,974	9,769
Malaysia	10,779	9,132	15,945	2,632	2,495
Thailand	0	0	0	0	2,295
China	0	0	0	0	87
India	n/a	4,992	n/a	23,747	0
Taiwan	n/a	n/a	n/a	5,016	0
Australia	948	n/a	n/a	578	0
Others	33,324	40,888	n/a	1	0
Total Volume	**92,983**	**74,456**	**90,401**	**101,948**	**14,646**
Morocco	47	347	125	58	38
Other countries	9,764	10,436	2,541	25,412	297
Total Volume	**179,984**	**158,910**	**183,386**	**184,223**	**111,052**

Source: GTA

Table 79: Vietnam's crude soybean oil exports by countries

Source: GTA, Local Producers. Note: Crude soybean oil (HS code 150710)

Table 80: Vietnam's refined soybean oil exports by countries

	2012	2013	2014	2015	2016
Importing Countries	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Malaysia	2,259	2,081	101	370	1,144
China	5,544	461	n/a	n/a	667
Philippines	n/a	2,536	187	1,399	63
Hong Kong	1,357	264	n/a	n/a	21
South Korea	0.3	0.05	0.01	419	n/a
Ghana	n/a	n/a	20.4	n/a	n/a
Sri Lanka	n/a	n/a	18.2	n/a	n/a
Indonesia	2,804	5,204	n/a	n/a	n/a
North Korea	3,399	3,621	n/a	n/a	n/a
Singapore	3,240	2,108	21	n/a	n/a
Australia	140	922	n/a	n/a	n/a
Taiwan	217	14	n/a	n/a	n/a
Japan	n/a	31	n/a	n/a	n/a
Others	19	4,298	542	n/a	n/a
Total	**18,979**	**21,540**	**890**	**2,188**	**1,894**

Source: GTA, Local Producers. Note: Refined soybean oil (HS code 150790)

Table 81: Vietnam's Soy Oil* Export Trade Matrix

Country	**Vietnam**		
Commodity	**Crude & Refined Soy Oil**		
Time Period	Jan-Dec	Units:	MT
Imports for:	**2015**		**2016**
U.S.	**-**	**U.S.**	**-**
Others		**Others**	
South Korea	70,393	South Korea	9,769
India	23,747	Malaysia	3,639
Taiwan	5,016	Thailand	2,295
Malaysia	3,002	China	754
Philippines	1,399	Philippines	63
Australia	578	Hong Kong	21
Total for Others	**104,135**		**16,540**
Others not Listed	1		**0**
Grand Total	**104,136**		**16,540**

Source: GTA, Local Producers
**Note: Crude Soy oil (HS code 150710) and refined soy oil (HS code 150790*)

Table 82: Vietnam's crude and refined palm oil* export by sources

Exporting Countries	2012	2013	2014	2015	2016
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Cote d'Ivoire	0	0.006	0	0	72.8
Taiwan	0	0	0	0	1.44
South Korea	20.02	0.013	0.004	0.001	0.003
Malaysia	289	0	0	220	0
Iceland	0.023	0	0	0	0
Australia	0	4	6	0	0
Egypt	0	41.30	41.83	0	0
				0	0
				220	**74.24**

Source: GTA.
*Note: *Palm oils include crude palm oil (HS code 151110); palm kernel oil HS code (151321);refined palm oil (HS code 151190) and refined palm kernel oil (HS code 151329)*

Table 83: Vietnam's Crude and Refined Palm Oil Export Trade Matrix

Country	Vietnam		
Commodity	Crude and Refined Palm Oil		
Time Period	Jan-Dec	**Units:**	MT
Imports for:	**2015**		**2016**
U.S.	0	U.S.	0
Others		**Others**	
Malaysia	220	Cote d'Ivoire	72.8
		Taiwan	1.44
Total for Others	**220**		**74.24**
Others not Listed	**0**		**0**
Grand Total	**220**		**74.24**

Source: GCO, GTA,
Note: Crude palm oil includes crude palm oil (HS code 151110) and palm kernel oil HS code (151321)
Refined coconut (copra) oil includes refine palm oil (HS code 151190) and refined palm kernel oil (HS code 151329)

Table 84: Vietnam's coconut (copra) oil exports

Unit: In MT	2012	2013	2014	2015	2016
Crude Coconut (Copra) Oil (HS code 151311)	3,809	1,482	2,859	1,389	5,512
Refined Coconut Oil (HS code 151319)	10	3.5	182	2,922	6,788
Total coconut oil exports	**3,819**	**1,485.5**	**3,041**	**4,311**	**12,300**

Source: GTA

Table 85: Vietnam's crude coconut (copra) oil exports by countries

Importing Countries	2012 Quantity MT	2013 Quantity MT	2014 Quantity MT	2015 Quantity MT	2016 Quantity MT
China	886	1,385	2,751	544	5,159
Netherlands	0	0	0	68	150.00
United States	0	0	0	84.23	41.60
Kenya	0	0	0	0	38.61
Japan	0	0	9.87	561.81	22.77
Turkey	0	0	0	0	20.05
Denmark	0	0	0	47	20.00
Taiwan	1,281	94.77	76.72	0	19.02
Czech Republic	0	0	0	0	15
Canada	8.27	0.001	5.28	1.92	4.02
Russia	0	1.94	0.78	1.43	3.32
South Korea	0	0	15.2	79.03	2.56
Thailand	1,631	0	0	0.01	0
Others	2.98	0.50	0.11	9.68	15.63
Total Volume	**3,809.25**	**1,482.21**	**2,858.96**	**1,397.11**	**5,511.59**

Source: GTA, Local Producers. Note: Crude Coconut (Copra) Oil (HS code 151311)

Table 86: Vietnam's refined coconut (copra) oil exports by countries

Importing Countries	2012 Quantity MT	2013 Quantity MT	2014 Quantity MT	2015 Quantity MT	2016 Quantity MT
United States	0	2.29	15.60	2,349.25	4,082.21
Canada	0	0	148.61	239.47	1,722.41
South Korea	0.002	1.21	2.67	53.94	812.09
Taiwan	10.10	0	3.69	0	45.93
Netherlands	0	0	0	0	22.00
New Zealand	0	0	5.00	14.40	20.95
Japan	0	0	3.59	183.63	16.70
Brazil	0	0	0	0	13.68
Denmark	0	0	0	0	10
Australia	0	0	0	77	11
Others	0.008	0	2.84	4.75	30.92
Total Volume	**10.11**	**3.5**	**182**	**2,922.44**	**6,787.89**

Source: GTA. Note: Refined Coconut Oil (HS code 151319)

Table 87: Vietnam's Coconut (Copra) Oil Export Trade Matrix

Country	**Vietnam**		
Commodity	**Crude & Refined Coconut Oil**		
Time Period	Jan-Dec	Units:	MT
Imports for:	**2015**		**2016**
U.S.	**2,433.48**	**U.S.**	**4,123.81**
Others		**Others**	
Japan	745.44	China	5,159 .00
China	544	Canada	1,722.41
Canada	241.39	South Korea	814.65
South Korea	132.97	Netherlands	172.00
Australia	77	Taiwan	64.95
Netherlands	68	Japan	39.47
Denmark	47	Kenya	38.61
New Zealand	14.4	New Zealand	20.95
		Turkey	20.05
		Denmark	20.00
		Brazil	13.68
Total for Others	**1,870.20**		**8,085.77** **8,085.77**
Others not Listed	15.87		89.90 89.90
Grand Total	**4,319.55**		**12,299.48** **12,299.48**

Source: GTA
**Note: Crude coconut oil - HS code 151311 and refined coconut oil - HS code 151319*

Table 88: Vietnam's rapeseed oil exports

Unit: In MT	2012	2013	2014	2015	2016
Rapeseed Or Colza Oil (HS code 151411)	0	0.004	0	0	0
Rapeseed Or Colza Oil **(**HS code 151419**)**	8.15	26.56	5.83	5.81	6.48
Rapeseed, Colza Or Mustard Oil (HS code 151499)	0	0	5	0	0
Total rapeseed oil exports	8.15	26.56	10.83	5.81	6.48

Source: GTA

Statistics:

STATISTICS

Production, Supply and Demand Data

Table 89: Vietnam's Production, Supply & Demand Table for Soybean Oil

Oil, Soybean	2015/2016		2016/2017		2017/2018	
Market Begin Year	Jan 2016		May 2017		Jan 2017	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush	1150	993	1400	1050	0	1100
Extr. Rate, 999.9999	0.1904	0.1964	0.19	0.1962	0	0.1964
Beginning Stocks	23	23	23	10	0	9
Production	219	195	266	206	0	216
MY Imports	76	79	70	90	0	100
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	318	297	359	306	0	325
MY Exports	20	17	45	20	0	22
MY Exp. to EU	0	0	0	0	0	0
Industrial Dom. Cons.	0	0	0	0	0	0
Food Use Dom. Cons.	275	250	290	255	0	265
Feed Waste Dom. Cons.	0	20	0	22	0	25
Total Dom. Cons.	275	270	290	277	0	290
Ending Stocks	23	10	24	9	0	13
Total Distribution	318	297	359	306	0	325
(1000 MT) ,(PERCENT)						

Source: GCO, GTA, Local Producers, Post estimates
Note: Soybean oil includes crude and refined soy oil (HS code 150710 and 150790)

Table 90: Vietnam's Production, Supply & Demand Table for Palm Oil

Oil, Palm	2015/2016		2016/2017		2017/2018	
Market Begin Year	May 2015		May 2017		Jan 2017	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	0	0	0	0	0	0
Area Harvested	0	0	0	0	0	0
Trees	0	0	0	0	0	0
Beginning Stocks	64	64	29	23	0	17
Production	0	0	0	0	0	0
MY Imports	700	684	750	750	0	760
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	764	748	779	773	0	777
MY Exports	0	0	0	0	0	0
MY Exp. to EU	0	0	0	0	0	0
Industrial Dom. Cons.	0	0	0	0	0	0
Food Use Dom. Cons.	735	720	750	750	0	760
Feed Waste Dom. Cons.	0	5	0	6	0	7
Total Dom. Cons.	735	725	750	756	0	767
Ending Stocks	29	23	29	17	0	10
Total Distribution	764	748	779	773	0	777
(1000 HA) ,(1000 TREES) ,(1000 MT)						

Source: GCO, GTA, Local Producers, Post estimates
Note: Palm oil includes crude and refined palm and palm kernel oils (HS code 151110; 151321; 151190 and 151329)

Table 91: Vietnam's Production, Supply & Demand Table for Coconut (Copra) Oil

Oil, Coconut	2015/2016		2016/2017		2017/2018	
Market Begin Year	Jan 2016		Jan 2017		Jan 2017	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush	255	263	260	269	0	272
Extr. Rate, 999.9999	0.6314	0.6312	0.6308	0.6283	0	0.6287
Beginning Stocks	15	15	16	11	0	7
Production	161	166	164	169	0	171
MY Imports	2	2	2	2	0	2
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	178	183	182	182	0	180
MY Exports	2	12	2	13	0	14
MY Exp. to EU	0	0	0	0	0	0
Industrial Dom. Cons.	0	55	0	56	0	57
Food Use Dom. Cons.	160	105	165	106	0	107
Feed Waste Dom. Cons.	0	0	0	0	0	0
Total Dom. Cons.	160	160	165	162	0	164
Ending Stocks	16	11	15	7	0	2
Total Distribution	178	183	182	182	0	180
(1000 MT) ,(PERCENT)						

Source: GCO, GTA, Local Producers, Post estimates
Note: Crude Coconut (Copra) Oil (HS code 151311) and Refined Coconut (Copra) Oil (HS code 151319)

Table 92: Vietnam's Production, Supply & Demand Table for Fish meal

Meal, Fish	2015/2016		2016/2017		2017/2018	
Market Begin Year	Jan 2016		Jan 2017		Jan 2018	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Catch For Reduction	0	0	0	0	0	0
Extr. Rate, 999.9999	0	0	0	0	0	0
Beginning Stocks	15	15	12	35	0	45
Production	140	450	140	460	0	470
MY Imports	85	115	100	120	0	125
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	240	580	252	615	0	640
MY Exports	198	185	100	190	0	195
MY Exp. to EU	0	0	0	0	0	0
Industrial Dom. Cons.	0	0	0	0	0	0
Food Use Dom. Cons.	0	0	0	0	0	0
Feed Waste Dom. Cons.	30	360	140	380	0	400
Total Dom. Cons.	30	360	140	380	0	400
Ending Stocks	12	35	12	45	0	45
Total Distribution	240	580	252	615	0	640
(1000 MT) ,(PERCENT)						

Source: GCO, GTA, Local Producers, Agromonitor, Post estimates
Note: Fishmeal (HS code 230120)